THE Dublishers' Weekly

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VOL. CII.

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NEW YORK, SEPTEMBER 23, 1922

No. 13

We advise you to watch

Broken Barriers

THE NEW NOVEL OF REAL AMERICAN LIFE, BY

Meredith

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Nicholson

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But the fine sincerity of BROKEN BARRIERS cannot fail to silence any protests from the "benches." It was published September 22d.

\$2.00

CHARLES SCRIBNER'S SONS, FIFTH AVENUE, NEW YORK





The Love Legend

By Woodward Boyd

This first novel by a new author shows her to be among the handful who can truly present and interpret American society. October 6. \$1.75

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By Norval Richardson

The author of PAGAN FIRE has created here a character of power and originality—a woman of great beauty and devastating egotism. Nothing diverts her from her purpose. She sets herself here to gain the object of her love—a man already married—by a campaign which the reader follows with fascination. September 15.



Tales of the Jazz Age

By F. SCOTT FITZGERALD

These sparkling shorter stories by the author of THIS SIDE OF PARADISE and THE BEAUTIFUL AND DAMNED are some of the best that he has ever done. Fiction could hardly be more entertaining. September 22. \$1.75

Playing With Souls By Countess de Chambrun

The author, who was Miss Longworth of Cincinnati, tells here a lively tale—the story of the efforts of Matthew Dale, retired financier, to divert from his rake's progress the son who does not know him for his father. September 15.

The Mysterious Office

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A detective story in the original vein in which Mrs. Lee has shown herself so pleasingly expert. The heroine is Millicent Newberry, female detective who first appeared in Mrs. Lee's GREEN JACKET. October 6.

An Honest Man By Katharine Fullerton Gerould

AND OTHER STORIES

Mrs. Gerould, now recognized as one of the foremost American writers, is first of all an author of enthralling stories—stories of unusual situations and deeply interesting characters, told with a skill few can equal. *October*. \$2.00

Yellow Butterflies

By Mary R. S. Andrews

A STORY OF THE UNKNOWN SOLDIER

This is as touching and inspiring a story as even Mrs. Andrews ever wrote. A seeming sign from Heaven tells a Kentucky mother, mourning the loss of her son in the war, that he has been selected to be honored by the nations of the world. Late fall. Boards. 75 cents

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Letters of James Gibbons Huneker

Edited, with a preface, by Josephine Huneker

The literary sensation of the fall will be the publication of these letters. Every line is exhilarating to read, for the letters are infused with the extraordinary vitality of the "Beloved Steeplejack." October 6. Photogravure frontispiece. \$3.50

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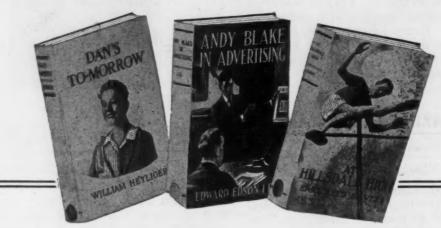


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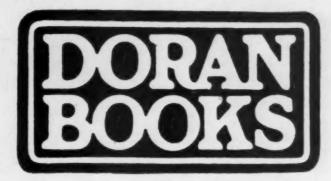
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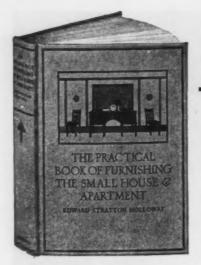
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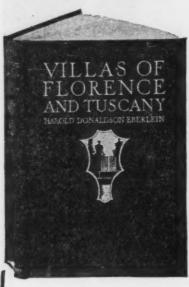
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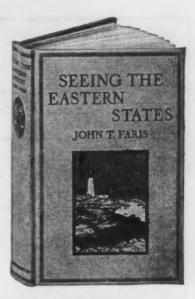
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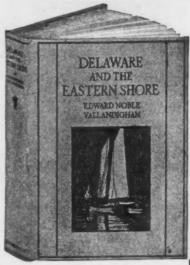
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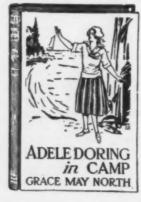
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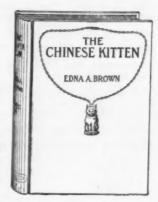
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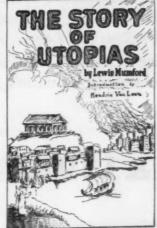
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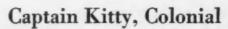
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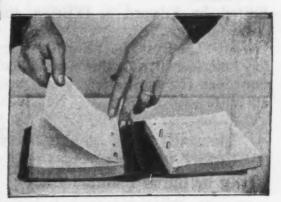
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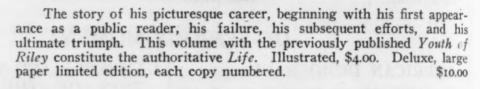
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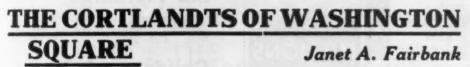
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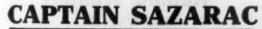
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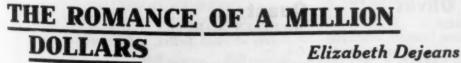


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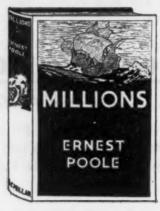
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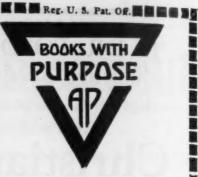
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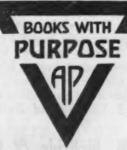
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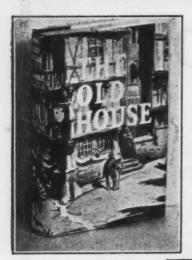
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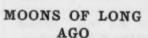
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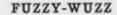
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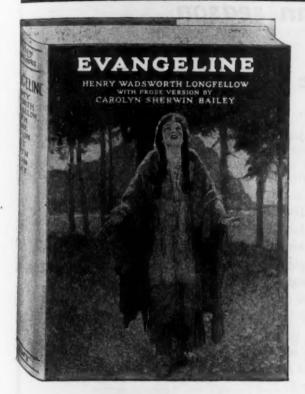
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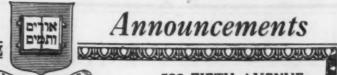
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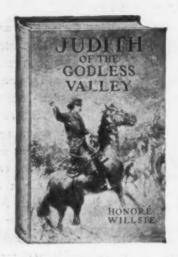
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Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL FOUNDED BY F. LEYPOLDT

September 23, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Fall Business Prospects

HE last few years have seen a great increase in the number of methods of charting business, so that retailers get in the daily press and from other official or semi-official sources a continuous comment on the tendencies that are showing up thruout the country. Many of these facts are of local application, and many only apply to specific industries, but in the fall season the retailer is particularly alert to measure those that will affect his interests between September and Christmas.

At a business conference at Wellesley Hills the other day, Mr. Babson, the father of modern business charting, stated that from his figures he could, this fall, talk optimistically of business conditions as he had not been able to for two years. The book-trade has not felt the depression that other business has felt in the past two years, but it should, with the others, be able to feel the result of the new business activity of the country and ought to get the result of such increases as seem bound to occur.

That business conditions should be favorable in spite of this most serious season of strikes shows that the fundamentals of business must be sound for home progress, even the our relations with foreign countries may be curtailed by a new tariff. The chief effect of the two great strikes will be on home comfort and freight transportation. The large number of soft coal mines should soon be able to give most industries their quotas, altho the anthracite cannot possibly catch up, and some bituminous must be called on for this purpose.

The effect on transportation of the coal strike plus the railroad strike is bound to be serious, as railroads have reported that, even with coal tonnage lacking, they have been carrying record-breaking freights in the past few weeks. Book-

sellers must be forehanded if they are to get their books, and, from the sales indications of the early fall weeks, they ought to be able to prophesy what the pressure of the last weeks will bring and have the right amount of books started toward their counters.

No one can circulate among publishers without feeling that there is an unbounded optimism
among them, founded on the sales of the first six
months and the orders that have been coming in.
This optimism is not based on the over-balanced
totals of individual titles, but on the general results of stock orders and the sales of literature in
all fields. To give increased confidence, there
is the realization that two years of book campaigns are now reaping cumulative effect and
that the country is talking books and thinking
books more than it ever has before. Under the
cover of such general interest, all sound or
needed books can rise to reasonable and profitable sales.

Unless such currents were in the air, it would be impossible to account for the number of new bookstores that have started up in the past two or three years, which are adding new totals to book sales without decreasing the sales in the long established shops. Unless signs fail, more will be opened this coming season and gradually a more rounded service will grow up thruout the country.

From author to home reading table is a long and hazardous journey, but the list as now announced seems to indicate that it would be a pessimistic reader who could not find something of keen interest among 1922 fall publications.

The Fall Season

THE 106 pages of book announcements that are in this fall catalog show an increase of about 25 per cent over two years ago and an increase of almost 70 per cent over 1900. In 1900, there were 63 pages for this list; in 1905, 78; 1910, 68; 1915, 64; 1920, 85.

The fall season is always to be the great-publishing season, because, as people turn to winter after the relaxation of summer, they are bound to be on the lookout for new publications and an increase of almost 70 per cent over 1900, so fully created at any other season. At the same time, the tendency to publish books thruout the year is being more and more felt, and, more significant than the increase of the Fall Announcement List from 63 to 106 pages is the increase of the Spring Announcement List from

25 pages in 1900 to 67 pages in 1922. This decided increase has come about since 1915, when the list ran only to 37 pages.

Several things have worked together to bring this change about. There has been a realization that good business management meant spreading the activities of any business enterprise over the twelve months in order that all phases of the business could be done full justice, and this never can be accomplished by concentrating too heavy a percentage in the one season. Besides this, the publishers have been assisted by the fact that, with the increase of book outlets, it has been more possible to keep in continuous touch with the bookselling field and they need not rely on two traveler's trips a year with books timed to fit into such a schedule. Booksellers on their part have been more than interested to encourage publishers in the thought that books could be published the year round, and have called for new titles in months that previously lacked important announcements. This has given them a better chance to use their display advantages of window and counter and a better way to keep customers' interest up by having something fresh to show at each visit.

It is not only fiction that has been put into a year round schedule, but books of all kinds. Publishers have, within the last year or two, begun to spread the dates of children's books so that they would not be so concentrated in the fall with perhaps one lesser publication date in the spring. With the year round selling emphasis on children's books, there is no reason why the children's department should not have the advantage of having new titles on display at seasons other than Christmas.

With the Spring Announcement List increasing more rapidly than the Fall Announcements there is a very visible sign of the improvement that has taken place in American publishing habits. As these lists each include books covering several months' publishing activity, it may soon be agreed on that about the only poor month for publishing books is December, and it seems not inappropriate that there should be some catching of breath in that month of retailers' harvest.

The Booklover's Itch

N an article on advertising in *Printers' Ink*, the writer says:

"The copy for the general promotion advertising on California prunes was dignified and

contained the best brand of English that a copy chief could produce. There was no raving but a gustatory description well calculated to start the salivary glands."

We recognize in the words "gustatory description" an attempt to parallel in the prune field the common book-trade word of "blurb," but just what is the parallel in the book field of the prune men's reference to the action of the salivary glands? Perhaps this is covered by bibliomania or by the phrase sometimes used. a man has the "itch" of a booklover. If the book-trade advertising can make its blurb so attractive that no one can pass a bookstore without heading-in as instinctively as the "Old Soak" would head into a saloon, we have raised book advertising to the plane of the food producers. Booksellers will testify that it is the reader who gets that feeling about books and who finds it impossible to keep away from a book counter more than a few days, who makes bookselling a joy and a profit.

The Dreaded English Influence

CITY Councilman in Boston has discovered another English plot in the current edition of Webster's dictionary, as the word "constitution" is now defined so that there is no specific reference to the American Constitution, while in the old unabridged the definition hinged about the special place of the Constitution in the Government of the United States. "Not a word," he says, "about the Union or anything really American. It is as British as London Bridge. It is just one more straw which shows how the Anglo-Saxon wind is blowing."

If Mr. Watson really wished to use the dictionary to prove the increasing and subtle influence of England on America, he might do better to turn to any current American novel and see how the words ending in "our" are spelled. No American dictionary puts this spelling first, even the very latest issues, but one picks up current journals and finds all such words as "labor," "color," "vapor" and "neighbor" spelled with a "u," and in a new novel most decidedly American in its atmosphere and in its authorship every word of this class kind has been given the English spelling. Some "authour" or "investigatour" should look into this and see whether the Sulgrave Institute has added spelling to its subtle international propaganda.

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The High Tide of The Fall Season

Has Every Established Novelist A New Book This Fall?

THE process of winnowing which takes place before the book buyers' purchases are actually completed begins long before the array of books is presented to him on the bookshop counter. Many more manuscripts are written and prayed over than are ever accepted for publication, and many times more books are printed than get full and complete distribution, and few readers can cover all the titles that would be legitimately and genuinely interesting. At the same time, no one would wish seriously to curtail the number of books, as no single critic would put his finger on just the place where such curtailment should properly begin. Often the book that may have the strongest final influence and longest hearing may be supported in its first year by the prompt tho brief success of a mystery story which brings quick returns to the coffers. Novels, of course, have the strongest representation in every fall announcement, and this year the process of winnowing left about as complete a list of authors as the most omniverous of readers could desire. One distributor has said that he believes that every established writer in England and America has a new novel this year. Judging by the lists of books most emphasized, the American novelists lead the English in emphasis and prominence by but a small margin. Among the Americans of well established reputation whose books are coming are: Edith Wharton, Dorothy Canfield, Joseph Hergesheimer, Irving Bacheller, Rex Beach, Mary Roberts Rinehart, Meredith Nicholson, Alice Brown, Kathleen Norris, Joseph Lincoln, Robert W. Chambers, Stewart Edward White, Sinclair Lewis, Willa Cather, Charles D. Stewart, Henry Kitchell Webster, Temple Bailey, Basil King, Owen Johnson, Jeffery Farnol. And even this list covers only the beginning of a complete catalog.

Among the many English writers of well established reputation whose books will have fall display are to be found the names of Arnold Bennett, W. L. George, Eden Philpotts, A. S. M. Hutchinson, Walter de la Mare, Leonard Merrick, W. J. Locke, Hugh Walpole, Compton Mackenzie, Gilbert K. Chesterton, J. C. Snaith, E. Phillips Oppenheim, Sheila Kaye-Smith, Ethel M. Dell, Archibald Mar-

shall, May Sinclair, W. B. Maxwell, E. Temple Thurston, Frank Swinnerton, Rebecca West. We miss Conrad here, perhaps, and Hall Caine on the list.

Perhaps there is no field that is looked over more carefully by the list makers in order to judge the prospects of the fall business than the field of biography, which so often supplies the important books of Christmas sale or winter reading. Many volumes are on the list and in such a variety of fields that it is difficult to see where the public's greatest interest will be. Among the English memoirs are the book on "William De Morgan and His Wife," St. John Strachey's memoirs, Roseberry's life of Chatham, Maurice Baring's "Puppet Show of Memory," Max Beerbohm's "Rosetti and His Circle." Among the American memoirs and letters there are the much anticipated volumes on Walter H. Page, 'the letters' of Franklin K. Lane, Oscar Strauss's reminiscenses, Morgenthau's "All in a Life Time," and William Roscoe Thayer's "Life of Washington." There are high anticipations naturally for "The Memories of a Hostess," from Mrs. James T. Fields's journals, and Theodore Dreiser has "A Book About Myself." In the field of the arts, "The Letters of Huneker" take prominence, with John Drew's "My Years on the Stage," Augustus Thomas's reminiscences, the memoirs of Emma Calvé and the life of Enrico Caruso.

At first glance, the field of travel seems comparatively slight, but interesting books in this line are always likely to develop from material not especially noticed when it first appears. Two very beautiful books will be George Edwards's "London" and Robert Shackleton's "Book of Washington." Frederick O'Brien's book will, of course, be prominent, and Chesterton's "What I Saw in America" is ready. Stefansson has a book on the North, and John Faris an attractive book on "Seeing the Eastern States."

Among the poets, many of the leading names are missing, but fortunately poetry sale is not much restricted to new output. We have, however, a new volume of John Masefield's, of Padraic Colum, of Grace Hazard Conkling and Hilda Conkling, of Edmund Blunden and T. S. Eliot, of Ruth Comfort Mitchell and

John Hall Wheelock, and new editions of Adelaide Crapsey and John Gould Fletcher.

There are a half dozen collections of plays for library or textbook use and also newly printed plays from such important pens as those of Eugene O'Neill, John Masefield, St. John Ervine, John Galsworthy, Leonid Andreyev.

The essayists make a particularly strong representation, and the fact that so many good books are at hand ought to make this field of literature exceptionally prominent in the season of 1922. There are volumes from John Burroughs, Dallas Lore Sharp and Henry Van Dyke, from Henry Seidel Canby, Stuart P. Sherman and Francis Hackett, from Wilson Follett, H. L. Mencken and Charles S. Brookes, from John Macy, Ernest Boyd, Brander Matthews, Lytton Strachey, E. V. Lucas and St. John Ervine.

The humorists have not been idle or overlooked by the publishers, and there will be volumes from Irvin S. Cobb, Dr. Walter Traprock, Oliver Herford, Robert Benchley, Don Marquis and F. P. A.

The field of children's books is so large and so special that it would require an essay in itself to place any important emphasis, but, for those who believe American publishers are now leading the world in the effort to make books attractive as well as worth while for the children, it is interesting to find books enriched by such illustrative work as that of Jessie Willcox Smith, N. C. Wyeth, Louis Rhead, Frank Schoonover, Howard Pyle, Arthur Rackham, Jean de Bosschere, Lucy Fitch Perkins, Dugald Walker and Ednah Cooke, and to find children's authors of such permanent reputation as Thornton Burgess, William Heyliger, Stewart Edward White, Katherine Pyle, Ernest Thompson Seton, Dan Beard, Frances Jenkins Olcott and Ralph Henry Barbour, on this year's list.

There are two features of the fall that deserve special emphasis, as it means that a turning point has come in the problems of book manufacture as well as book publishing. There are many indications of a reprinting of the worth while standard sets and of a revival of the making of attractive flexible leather books which had been prohibited by the war's effect on good binding leather. Double-uay has added ten volumes of old classics to its very attractive Lambskin Library; Harper's have a Leather Craft Series with sixteen volumes; Dodd, Mead has issued several volumes of Archibald Marshall and Anatole

France, to name but a few of the flexible series that are being reprinted. On the Lippincott list appear an eight volume "Arabian Nights," which has been out-of-print, and a Burns of four volumes; Dutton has reprints of Dent's beautiful edition of Jane Austen Several publishers have and the Brontës. beautiful new editions of old classics with colored plates such as the colored plate books that Crowell has planned on an elaborate scale. In a more elaborate way there are announcements of fine complete editions of John Galsworthy from Scribner, of George Moore from Boni & Liveright, and of De Maupassant from A. A. Knopf, and on the Houghton Mifflin list, always strong in standard material, there are several newly planned enterprises of their famous sets.

Convention Dates Set

HE Detroit local committee for the next American Booksellers' Convention had tentatively announced that the next meeting would be the fourth week in May. It has been found more convenient, however, in making hotel arrangements to have it in the week of May 14th, and the Hotel Statler will be the headquarters for May 14th, 15th, 16th and 17th. In taking the Convention to the Middle West, it is expected that a large number of booksellers from that section will be present who haven't found eastern cities within their range, and also it is hoped that a large number will come from the Province of Ontario, as bookselling conditions are the same there and the chance to show hospitality will be welcomed by the United States dealers.

English Books in Germany

A NEW firm, organized for the importing of English and the exporting of German books, has just started in business at Goetingen, Germany. Under the name of A. R. Pillai & Co., the firm is announced as being "entirely under British management" and will be the agent for the publications of the London Times. It is willing to represent American publishers, both of periodicals and of books and wants to hear from time to time from those interested in sending samples and announcements of current books.

PERHAPS VESUVITIS

OLD MAN (browsing in bookstore): "Last Days of Pompeii'—what did he die of?"

Bookseller: 'Oh, I dunno—some sort of eruption."

London Opinion.

Standards in Bookselling

By Ward Macauley

RAN across a little book the other day entitled "Forty Years Among the Old Booksellers of Philadelphia" by W. Brotherhead who himself was engaged in bookselling in that city for many years. It is interesting to note Mr. Brotherhead's conception of the equipment that must necessarily be possessed before a man could consider himself qualified to engage in the high profession of bookselling. Mr. Brotherhead wrote:

"The old bookseller-one who is worthy of the name-must have high qualifications besides the mere objective merits of the general tradesmen. The first requisite he requires is a thoro knowledge of literature—he should be an encyclopedia, able to answer questions, about the general nature of books and their authors. The whole field of history he should know from Homer to Macaulay. The new discoveries in history either Biblical or general, he should know. The latest discoveries in Egyptian history such as the 3000 years old papyri, with the Biblical discoveries of Tischendorf and other profound scholarsall should be known by him. I do not mean a very profound knowledge but a general one.

"I am aware that in the past as well as the present, mere old ragmen-old junk dealershave been and are metamorphosed into old booksellers-a disgrace to its high intellectual worth. I am also aware of some who are mere catalog old booksellers, and who, parrot-like can spin you off the latest books collected by a Bohn or a Quaritch, but are not aware of the contents of any of the books, nor of the special idiosyncrasies of the authors. Such booksellers I would recommend to read all of Dibdin's works, published under the patronage of the Earl of Spencer: 'Censuria Literati,' Lowndes' 'Bibliographers' Manual' edited by H. Bohn, Brunet's 'Manual of Bibliography,' Walt's great work on Bibliography, Rich's 'American Bibliography,' Stevens' 'Nuggets.' These works will furnish them with the basis of bibliography—a knowledge of books—on which they can build by experience a superstructure that will honor their profession, Goldsmith in his 'Vicar of Wakefield' talks about 'Shakespeare and the Musical Glasses,' how few of our booksellers can do this! Charles Lamb the kindly and most interesting of literateurs should be read and studied. Hazlitt, in his brilliant criticism and Leigh Hunt in his essays, are worthy of careful perusal. These are a few hints thrown out for the especial attention of old booksellers, but only a few; the whole scope of general literature should be scanned over, and in the process of time the brain would be so filled with special literature that it would be a feast for the gods."

There is certainly much food for our thought in these observations by one of the old timers. We talk a great deal these days about the spirit of service in business and we claim that many of the abuses of the old manner of doing business have been done away with, that there is a finer spirit among competitors, a better relationship with patrons. But is there not a chance that with all our pursuit of ideals-worthy as these unquestionably are-we may not have ceased to lay proper emphasis on the matter of fundamental fitness for our calling? That fundamental fitness lies in a proper knowledge of the product we sell and of the product we might sell if the scope of our knowledge and ability were widened. To be able to guess at the varying degrees of favoritism shown a few extremely ephemeral best sellers may be profitable commercially but it by no means constitutes a complete equipment for the task of bookselling. Nor is there any reason why a severe test of the sort outlined by Mr. Brotherhead should be restricted to old booksellers. The general bookseller may equally recognize the value of the all-around knowledge which Mr. Brotherhead indicates as necessary to those in his craft.

We have said a good deal at one time or another about the training of the salesforce and most of what has been said has been to admirable purpose. It is only regrettable that more of the good things that have been formulated have not been put into practice. We can rightly set a higher standard as far as the book-knowledge of the selling staff is concerned. A customer has a right to expect that any reasonable inquiry concerning a matter of standard or current literature may receive an adequate and accurate answer at any institution that announces itself as a bookstore. A survey of the day's transactions in most of our stores would, however, reveal the fact that most of us sin more or less flagrantly in this particular. It is desirable, of course, to develop a sales-force with as much knowledge in their heads as possible, but the willingness and intelligence to use the mechanical helps from which the information can usually be obtained is equally important. A lawyer was once on the stand being questioned as to the

legal phases of a certain subject. He made the astonishing statement that he knew all the law on the subject. His examiner mercilessly quizzed him on several complicated points and quickly compelled his surrender. A second lawyer took the stand.

"You, too, claim to know all the law affecting this particular case, I presume?" his ex-

aminer asked.

"No, but I know where I can find it," was the reply, and the examiner was effectually blocked.

So we do not need to know the answer to every possible question, but we should know where to find it and make use of it. But use of catalogs should supplement and not supplant reasonable familiarity with literature. A finer, more inclusive book-knowledge on the part of our selling staffs will do more than almost anything else to build up a permanent book-buying clientele.

But Mr. Brotherhead was not writing about salesmen. He was advising the bookseller, and every bookseller may well ask himself whether he now possesses a sufficient all-

round equipment for his business, whether he is advancing or deteriorating in intimate knowledge of the glorious wares he sells, whether in attention to the mercantile details of his business, discounts, employing, advertising, and a round of details not individual to bookselling, he is not losing grasp of the essential things that mark off bookselling as distinct from every other trade or profession in the world. To train a selling staff is fine, but isn't it worth while to have the training begin where it manifestly ought-at the top? Every bookseller can find a sermon in this quotation from Mr. Brotherhead's little book and by applying the tests to himself may find, indeed, that his bookselling equipment is sadly in need of refurbishing. An inventory of stock periodically is an essential commer-The value of equipment is a cial custom. part of every properly taken inventory. When we write our next inventory, shall we have to allow a heavy depreciation in personal equipment or shall we be able to show an increased value in this important if intangible

Publishing and Bookselling in Europe

An Interview With Publishers at the Florence Book Fair By Margery Leve

HERE could be no surer index of the basic intellectual and emotional stimulation brought about by the war than the fact that the representatives of the different countries of Europe at the International Book Fair, interviewed about the condition of the book business, all began with the same thought. "There has been a most marked increase in the production and sale of books since the war." This was their key note. In France, Poland, Italy, Germany, Russia, everywhere, people seem to have reacted in the same way. Many people who never would have thought of reading before have learned what it can mean, so that not only do people read more, but more people read. The men returning from their vivid experiences in the trenches, required something to color their workaday existence and sublimated this desire into a seeking for new things in books Technical books of all descriptions, thru which one can advance himself in his particular trade, books of moral and philosophical questioning wherein a man can ground his surging emotions in solid thinking, fast reading

novels and more pretentious volumes of belles lettres which carry an obvious appeal to the nouveau riche as an easy road to culture, all these types of books and many others have had an unprecedented demand since 1918.

"At the close of the war the bookstores in France" says M. Beltrami, the French representative, "sold anything and everything. The demand was far greater than the supply and all sorts of books were published for a short time just for the sake of turning out printed matter. But the new public quickly learned to discriminate, and 'everything' wouldn't go. The subsequent decrease in the sale of books gave rise to the impression that that sudden spurt was a temperary condition and that the book business was in a bad way." This M. Beltrami does not think is the case. The lull is the temporary condition a protest of the new public against the promiscuous wares they were being offered, and the sale will gradually be brought back to its post-war status as the bookstores are supplied with better material. De luxe editions are in particular demand in France, and there is also a vogue for re-editing and publishing old cook books and recipe books of various descriptions.

The factors in French publishing are somewhat different from, for instance, those in

[•] At the request of Publishers' Weekly, Miss Leve, who has been connected with New York publishing, interviewed the managers of the more important exhibits at the great Book Fair at Florence, held during the past summer.

America, in that a large part of the market for French books lies outside France. This is unfortunate at the present time, as the value of the money in most of the countries which buy French books—Italy, Austria, Germany, Spain has depreciated so terribly that trade rela-

tions are impossible with them. Larousse is the only house that taken anv action to allay this loss. It has, in Vienna, a plant where it manufactures on a Kronen basis special editions of appropriate publications to be sold only in the

countries with depreciated currencies at a price less than half the regular French edition price.

The largest organization of the French publishers is Le Cercle de la Librairie, to which belong also the bookstores. This organization has interested itself mainly with the problems of retail selling, but La Maison du Livre, which is only a few years old, plans to take up these problems from the publishers' point of view.

Thus far they have instituted a clearing house for the shipments of the different Paris publishers for different parts of France and the rest of the world, so enormously reducing freight costs. They also run a service in hunting up old and rare books. M. Paul Belin, the director, is at present at work

on plans for a school for book clerks which will probably be opened in the fall. Here the clerk will learn to know, outside of the usual technical curriculum, his relations with publishers, so that eventually clerks all over France will be working together with the publishers in the most mutually profitable way. The organ of La Maison du Livre keeps up with the activities of publishers all over Europe as well as America.

Strange and wonderful things have been done in the way of publishing in Russia since 1917, according to M. Orbam, the representative of Soviet Russia at the Fair. Of course all private enterprise was completely disrupted during those turbulent years, and only a very few of the oldest houses pulled thru in sufficient form to carry on, in spite of the help given them by the Commissariat of the People for Public Instruction. The bulk of

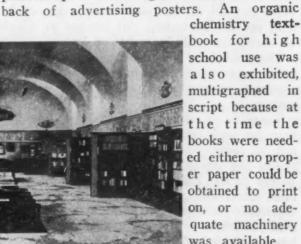
the published matter that is now being produced is put thru by this department, the publishing branch of which is a huge and complicated organization into which M. Orbam did not go in detail, but satisfied himself with e n u merating

PART OF THE UNITED STATES REPRESENTATION

activities, but even a brief account is impressive. In the face of the most adverse of circumstances, three thousand daily papers are somehow being published in Russia in spite of the lack of equipment and supplies. At times paper was so scarce that there are exhibited at the Fair newspapers on the back of sheets printed up to make cigar bands, and on the

> chemistry on, or no ade-

was available. Maxim Gorky and a tremendous staff of men



some of its many

of letters in his charge, are engaged in translating into Russian the classics of all other countries, including China and Japan. The catalog now includes five thousand books, translated since 1917, representing such varied English authors as Lafcadio Hearn, Charles Dickens, and W. W. Jacobs. But home talent is not neglected. There is a special committee for considering the first attempts of peasants and other people whose eyes are only just opening to the field of literature, and many of these crude beginnings are now in print.

The publications of the Commissariat for Public Instruction were originally distributed



FRANCE WAS WELL REPRESENTED

free of charge, but now, with exceptions in special cases, they are sold for a nominal sum (a mere five million rubles or so a volume.)

The universal thirst for reading has, of course, gripped Russia even more than any other country, and its effect has been further stimulated by the active campaigning of the Commissariat for Public Instruction. Vivid posters showing the dangers of ignorance and the advantages of education are freely distributed and displayed, literary clubs are being formed, wandering theatrical troupes are sent even to the most desolated rural districts in Chautauquan fashion, and the six million soldiers of the Soviet army, who were not discharged until they could read and write, are now acting as teachers in their home localities. A million copies of an A. B. C. designed especially to teach adult peasants have been sold. Technical books of all kinds are most in demand, but also imaginative fiction as well as philosophy and poetry, in fact, every kind of printed matter seems to be fodder for these intellectually famished minds.

A Twelve Colored Process

Despite the inadequacy of equipment, improvements in printing processes are being instituted. A man by the name of Turkin has recently discovered what he believes to be a method of printing twelve colors at once. With the aid of the government's money he is at present perfecting this process of which we may hear much more before long.

The publishing department of the Commissariat is earnestly working to make possible adequate copyright protection for Russian

authors.

There is, of course, more to be said against than for such centralized publishing activities, not to speak of the fact that no trace of really fine typography or workmanship is apparent in the Russian exhibit. However, one must remember that this is all very new. Obviously the significant thing about this Russian publishing is not the quality of the work but the sheer bulk of it.

Typography in Poland

One of the most striking exhibits at the fair, despite the fact that it is not a very large one, is that of Poland, arranged by Mme. Natalie Bzozowska. The beauty and richness of the Polish room were indicative of the great past of books in Poland. As far back as the XVIth Century fine works of typography were already being produced in the print shops of Cracow, Leipol, and Wilno and several of the large houses now in existence date back to the revival of that art in the early XIXth Century when Poland began to recover from the wars that had ravaged her. Typography in Poland is considered no mean art, and some of her greatest artists have de-

voted a large part of their time and genius to it, to wit, Jan Bukoneski, Stanislaw Wyspianski, Nehoffer, and Debicki. Modern Polish typography has a deep root in the ancient gems of that art still preserved at the Jagolinur and Czartoyski Libraries, two of the oldest in Europe. The childlike naturalness, primitive force and simplicity of feeling, and exquisite and daring taste of the Polish temperament, as well as excellence of execution, produce books of a delightful freshness and beauty and elegance. Crushed as production has been since the war, this exhibit shows how fast the loose threads are being gathered together, and industry organized.

Altho good paper and charming binding papers are available, paper is dear in Poland, and similarly altho labor conditions are settled and excellent craftmanship is to be had the price is high, so that books are comparatively expensive. The present Polish publishers' society is an old, musty, and unprogressive affair, but Mme. Bzozowska feels strongly that this wave of activity will stimulate the founding of some more articulate organization.

Vividly Colored Spanish Formats

The simple, vividly colored formats of the Spanish room made a most original and attractive display. Practically all the books were printed on what is called Alpha paper, a very white sheet of such high bulk that an ordinary sized novel printed on it weighs only about eight or nine ounces.

The Camera del Libro of Spain which has been in existence only four years, unites not only publishers and booksellers, but all the people who work in any branch of the book or periodical industry. It is supported by the state, who turns over to it that part of the national revenue derived from the tax on the sale of paper. (The fact that this tax is administered by weight leads one to wonder whether the universal use of Alpha paper is not in some way connected with it.) A committee of the Camera del Libro is at present sitting in conference with representatives of the Postal Department to devise a means of All the lowering postage rates on books. books published in Spain must come up to the standard of typography and quality of materials and workmanship set up by the Camera, and the contents of the books are also censored by it. Spanish books are exported to Africa, Asia, the Philippines, Cuba, Patagonia, and particularly to South America, and it is to the expansion of these markets rather than to the psychological effects of the war on the Spanish people that M. Beckari attributes the recent great enlargement of the book business.

With characteristic thoroness and efficacy the German publishers have set off their wares in such a way that the onlookers cannot help but realize the courage and persistence of people who can continue such work under such conditions. Production has, of course, been frightfully cut down during the war and the new books were well supplemented by pre-war formats in the exhibits. The main handicap that the German publisher has to face is that prices must daily go up as the value of money comes down so that the price he must ask for a book to cover the cost of its manufacture two or three months before is practically prohibitive. And export trade is most difficult just now.

There are several publishing trade organizations in Germany. The Börsenverein des Buchhandelslung, which goes so far as to publish a daily newspaper, deals more with the problems of the bookstore, whereas the Verlegerverein is purely a publishers' organization which publishes the monthly Deutsche Verlegerseitung, a paper that generally advocates the exact opposite of the policies of the Börsenblatt. Die Deutsche Gesellschaft für Auslandsbuchhandel has recently been instituted with a view to reopening foreign markets for German books. It, too, publishes a monthly paper which contains articles describing the various types of books being published in Germany, and which always includes a very helpful classified list of publications for each month. This is circulated as much as possible in foreign countries. It is this Deutsche Gesellschaft für Auslandsbuchhandel that prepared the German exhibit for the International Book Fair.

Art Books Popular in Germany

The most distinct general tendency in Germany, according to Herr Voss, is the great popularity of "Art" books, books with a small amount of text about various artists, and a large number of careful reproductions of their work. The excellence of the reproductions of some of the books displayed, most notably perhaps some of the productions of the Kurt Wolff Verlag, was truly marvellous. An interest in what Herr Voss calls philosophical novels i. e. novels written more for character study and deliberation than mere mechanical plot seems to be the popular taste. Technical books, too, of every description, as in all other countries, are being avidly read, and de luxe editions are being bought in unprecedented quantities. Herr Voss explains the latter on two grounds. First that the Schiebers (the German name for war profiteers) in their eagerness to acquire a highbrow polish immediately purchase de luxe editions of all the proper books, and in the second place, such books are under present conditions a very

good investment, for while the value of money goes down, the value of books goes up, so that people put their money into books instead of into banks.

It is interesting to note that in spite of the fact that people are so eager to read and that books are so expensive, paper bound books will not sell in Germany as they do in France, and thoroly good binding is the best publishing policy.

Italy and Spain Sell Emotional Books

Italian publishers have for a long time been trying to achieve some sort of unity, but are up against a number of snags because of old inter-province jealousies and inter-province taxes. The largest organization in existence is the A. L. I., Anonima Libraria Italiana, which comprises seven of the most important publishers: Treves, D'Annunzio's publishers, L'Institute Italiano Arti Graphice, Zanialli, G. B. Paravia, Danichelli, the great school book publishers, and some others. Il Journal de la Libraire of Milan is the official organ of this group. The house of Bemporad and several smaller houses closely associated with it form the second publishers' organization which is called Bemporad, after the most influential factor in it. Dr. Antoni, one of the directors of the Fair who is the chairman of an as yet embryonic government committee to investigate the booktrade in all its phases, retail and wholesale, thruout Italy, has confidence in the eventual union of the two groups.

Italy is the only country, with, perhaps, the exception of Spain, in which the representative reported a large increase in the sale of books of a highly emotional character, such as the novels for instance of Guido da Varona. Dr. Antoni attributes this to the fact that altho women in general in Italy are beginning to read more, they have not yet reached the mental independence that would lead them to read more solid literature.

Italian Government Fosters Booktrade

The Italian government has always made every effort to foster the book business. Before the war it dealt in paper which it sold to Italian publishers at very low prices. This it can no longer afford to do. There is, however, a bill before the legislature now introduced by the A. L. I. to lower the postage rates on books.

And it is the government's paternally beneficient policy that is responsible for the present International Book Fair in Florence, an undertaking which one cannot but feel to have a truly great thought behind it, and which one trusts will be repeated sufficiently often and with sufficient publicity to bring about a greater degree to the international cooperation which is its aim.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 3.

WOODROW WILSON. 1856— 28th President of the United States

Compiled by Merle Johnson

THIS "principal item" list omits all speeches and state papers except the carefully edited and indexed Columbia University lectures on Constitutional Government.

The most difficult items to obtain for a collection of Wilson's books are "The State," and the limited and signed issue of "A History Of The American People."

CONGRESSIONAL GOVERNMENT. Boston, 1885. Second Edition so states on title.

THE STATE—ELEMENTS OF HISTORICAL AND PRACTICAL POLITICS. Boston, 1889.

DIVISION AND REUNION, 1829-1889. New York, 1893.

AN OLD MASTER AND OTHER POLITICAL ESSAYS. New York, 1893.

MERE LITERATURE AND OTHER ESSAYS. Boston, 1896.

GEORGE WASHINGTON. New York, 1897.

A HISTORY OF THE AMERICAN PEOPLE. New York, 1902. 5 vols.

Issued in various forms; an alumni edition of 350 copies, signed: a subscription library edition; and a regular trade edition.

CONSTITUTIONAL GOVERNMENT IN THE UNITED STATES. New York, 1908.

THE NEW FREEDOM. New York, 1913.

WHEN A MAN COMES TO HIMSELF. New York, 1915.
B.-P. at foot of copyright page.

ON BEING HUMAN. New York, 1916. C. Q. at foot of copyright page.

Wilson speeches and state papers run into the hundreds. THE FREE LIFE [1908], THE MINISTER AND THE COMMUNITY 1912, WHY WE ARE AT WAR [1917], IN OUR FIRST YEAR OF WAR, GUARANTEES OF PEACE [1919], INTERNATIONAL IDEALS [1919], THE HOPE OF THE WORLD [1920], WAR ADDRESSES [1918], PRESIDENT WILSON STATE PAPERS AND ADDRESSES [1917], are some that have cloth or board-bound presentation. Books about Wilson are legion and cannot be even touched upon here, as what would be adduced at this time as the finest biography might by the time of printing this list be completely superseded. The Library of Princeton University has printed two pamphlets, "Bibliography of Woodrow Wilson, 1875-1910," by Harry Clemons, and "Bibliography of Woodrow Wilson, 1910-1917," by George Dobbin Brown; with the intention of ultimately completing the series.

The Geography of Genius

N a very valuable handbook entitled "Contemporary American Literature," written by John Matthews Manly and Edith Rickert for Harcourt, Brace & Co., there is a supplement that suggests a very interesting examination into the birthplaces of our present American writers. In this volume 216 writers who have been considered important enough to be covered in a biographical note and a complete bibliographical list of books, have been classified by state, showing that in origin they come from 31 of our 48 states, from the District of Columbia and a group of 23 from other countries. Of those from other lands, 5 each are from Canada and Russia, 3 each from England and from Ireland, and I each from Sweden, Germany, Spain and Holland.

As would be expected, New York State leads the states with 32 names; Massachusetts and Illinois are tied for second with 20, followed by Pennsylvania with 17; Ohio with 10; Missouri and Indiana with 9 each; Kentucky, 8; California, 7; New Jersey, 7; Michigan and Virginia, 6; to name the largest totals.

One pauses to wonder whether in the list there have been omissions or whether it is true that there has been no writer of importance born in Rhode Island, or Delaware or Vermont or Alabama, or whether it can be that Massachusetts has supplied twice the number of authors that the rest of New England has. When a state has supplied just one lone writer to the list, it seems to have specialized in poetry, and Idaho has added Ezra Pond; Arkansas, John G. Fletcher; Georgia, Conrad Aiken; Mississippi, Maxwell Bodenheim; Nebraska, Edwin Ford Piper; Oregon, Edwin Markham; Washington, Mary Carolyn Davies, while Maine comes thru with a brace of eminent poets, Edwin Arlington Robinson and Edna St. Vincent Millay.

Sometimes the place of birth comes somewhat as a surprise, as the author's work has later become connected with quite other territory. One would expect Willa Sibert Cather to be claimed as a Nebraskan, but she was born in Virginia; Robert Frost, New England's great poet, was born in California; Samuel McChord Crothers, most Holmesian of essayists, comes from Illinois; Zane Grey, from Ohio; Upton Sinclair, from Maryland, and Gelett Burgess from Massachusetts.

Such a list shows such broad scattering of genius that there need be no state nor towns that cannot be expected to add its name to the chronicles of the next decades, and while change of residence may concentrate these writers in the great cities, undoubtedly the flavor of the early home rests upon their writings, and it is that original tang which makes the whole body of our literature a thing of value and growth.

Better Homes in America

Country Wide Demonstration Week, October 9-14.

NDER the initiative of the Delineator, a country wide campaign in the form of Better Homes Exhibits has been developed and developed so rapidly that the sponsors for the enterprise have been almost overpowered by the number of opportunities to put this plan to good use in communities of various sizes and in various states. Over five hundred cities and towns have signified their interest and willingness in having Better Homes Exhibits during the week of October 9th-14th. The President has written his recognition and approval of the idea, and the Advisory Council includes Vice President Coolidge, Herbert Hoover, Secretary Wallace, Secretary Davis, U. S. Commissioner of Education J. J. Tigert, the President of the U. S. Chamber of Commerce, Julius H. Barnes, President of the General Federation of Women's Clubs, Mrs. Thomas G. Winter, and many other interests, with Mrs. William

Brown Meloney, Editor of the Delineator, as Secretary and organizer of information.

In such an exhibit it would seem as tho books would take their place, and booksellers and librarians and other lovers of books can take the initiative in the various cities where the exhibits are under way to arrange for books getting their proper attention. These exhibits to as large extent as possible will be held in houses that are borrowed for the purpose, or such an opportunity could be made available by builders or developers of real estate. The furnishings could be put in by the organized efforts of various dealers interested in such things, no dealer being allowed to carry his name on the material shown, but all getting the benefit of such display by the subsequent influence on the sales of their own stores thru their own advertising which can connect the exhibit with their stores.

Some years ago when such a model house exhibit was arranged by a group of women in Indianapolis, the bookseller was asked to put in a model library for a home, and in the room which had been designed for the children another bookshelf similar to what had been later developed into the Thomas Bailey Aldrich bookshelf was equipped with a collection of books suitable to the children of the house. Lists were available to give out and proved at that time one of the most interesting features from the point of view of those who attended the exhibit. Some of those in charge said that the electrical equipment of the kitchen and the book exhibit were more commented upon than any other features of the house.

If the bookseller of the city or the library can obtain permission to put in such libraries, the opportunity for selection and planning would make a very interesting problem for a bookseller or librarian.

Just what a model home library consists of would not be answered in the same way by any two groups. But making out a model reading list is quite a different problem from making a list of the world's best books. It may very well start with the basic reference books, the dictionary, atlas, book of etiquette, cook book, book of games, etc., and include books on the care of small gardens, of the automobile, etc. for the man of the house, and on home furnishings, cooking, entertaining for the family. It will not, probably, if it is a two section typical bookcase, include long sets of any one author, but selected books of many authors, and include some standard poets and some current poets, a representation of history, of biography, travel and classics in various fields. If it should be a bookcase of about eight shelves with two hundred books, a collection of really great interest could be arranged, and the list might be printed to pass to all who attended the house, paid for cooperatively by the different people interested, and the effect of such a list would be very great on the development of home libraries and the general reading interest. If such an exhibit should be arranged without books, it would stand as a criticism of the community's attitude toward the place of the library in the home, and no book loving community would wish this.

The announcements in the five hundred cooperating cities have already been made locally, and addresses of local chairmen can be obtained from the Better Homes Bureau of Information at 223 Spring Street, New York City. In a preliminary list of names which the Bureau has published, there were included such cities as Portland, Me.; Raleigh, N. C.; Toledo, O.; Pittsburgh, Pa.;

Sioux Falls, S. D.; Lexington, Ky.; Little Rock, Ark.; Charlotte, N. C.; Albany, N. Y.; Waterbury, Conn.; Washington, D. C.; Evansville, Ind.; Memphis, Tenn.; Norfolk, Va.; Seattle, Wash.; San Francisco, Calif.; Brooklyn, N. Y.; Council Bluff, Ia.; Muncie, Ind.; Wichita, Kans., etc.

The initiative in connecting books with these exhibits and hundreds of others will remain with the local bookseller or librarian. Books in such exhibits could be not only in the bookcase but on the kitchen shelf or on hall or guest room table. Lecturers on books and their place in the home could be arranged with other lectures that will fill the week, and the American Library Association list on books could be used for developing local material for distribution.

Help for the Add Maker

A S an aid to the preparation of advertising copy for the best typographical appearance, The New York *Times* has just issued a book showing the various kinds of type available for use in its advertising pages.

The book is not only a work of art in itself, but it shows so clearly how the different faces can be used most effectively for display presentation that an advertiser can build up from it just the kind of advertisement that appeals to him for force united to artistry, and visualize in his copy exactly its typographical appearance.

The specimens of body type are displayed in blocks one inch deep, one column width for the smaller sizes and two columns width for the larger faces, thus affording an opportunity to see how they will appear in mass. Head and caption type is in single column measure and the excellent variety of borders is shown in both measures.

15

Definite specifications of page, column and multi-column type sizes of the various publications of The *Times* are given at the front of the book; also other valuable working information, simply expressed, about cuts, abbreviations and other technical details.

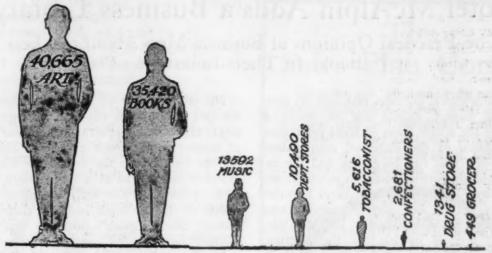
FOILED

Newsboy (on railroad car, to gentleman occupant): "Buy Edgar Guest's latest work, sir?"

GENTLEMAN: "No! I am Edgar Guest himself."

Newsboy: "Well, buy 'Man in Lower Ten.'
You ain't Mary Roberts Rinehart, are you?"

Writer's Monthly.



THERE ARE MORE BOOKSTORES THAN ART STORES AND FEWER BOOKSTORES
THAN GROCERY STORES AS THIS COMPARATIVE TABLE SHOWS, IN OTHER
WORDS ANY BOOKSTORE HAS MORE POTENTIAL CUSTOMERS THAN A
GROCERY STORE

Every Bookseller Has 35,000 Possible Customers

ANY things have inspired the government departments to make more critical examination of statistics and methods of retail distribution, and from the facts brought forth much light has been thrown on general retail conditions. An investigation into the number of retail dealers in the country comes from an analysis of the Census Bureau returns, and under the term "retail dealer" the government includes proprietors of stores and managers and superintendents of retail stores to the total number of 1,328,275. Of these, about 6 per cent are women. Other census figures have shown that women in many fields have ousted men and taken first rank in numerous occupations, but in the ownership and management of retail businesses the percentage is low. However, there are about 12,000 more women merchants in the country today than there were ten years ago and the total number of retail merchants has increased by about 10 per cent in the ten years.

By these figures it would seem as the there were about 13,000 population to every retail store, but these figures are somewhat deceptive as the government has made no allowance for those who drop out of retail business ownership thru death or thru the closing out of business.

The total census figures indicate that under the heading of "Trade" the government occupational statistics place 10.2 per cent of the country's population, 30.8 per cent are in manufacturing, 26.3 in agriculture, while clerks in stores figure only 7.5 per cent. These latter figures seem somehow to need further interpretation, as these would seem to indicate that there were far more proprietors than clerks. Even after allowing for the large number of one-man stores, these figures seem disproportionate.

In the total number of stores the number of groceries far over-top any other classification, and if we estimate that there are 5 persons in the average family, the retail grocer would be serving about 90 families. The butchers come next with 122,000 stores, with a chance or serving about twice as many families. Next come drug stores, general stores, dry goods, automobiles and accessories, furniture, coal and wood, etc. The total number of bookstores is given as 3,035; of stationery stores, 5,951; newsdealers, 8,484; department stores, 11,752.

If a dealer is classified under books, because he makes his principal emphasis on books, the total is probably generous of what is generally considered a good mailing list in the trade. This would mean that each bookseller has 35,420 possible customers, or 7,000 families, and on those figures there is an opportunity for expansion and specialized work that would be the envy of many other groups. It would seem as tho this total of bookstores might be ready to increase by the next census and probably nothing could be more encouraging to those who write, publish or use books than to see this figure doubled in a decade. Certainly it does not seem out of the way that there should be as many bookstores as shops for curios and antiques, as florists or fur stores, or stores for music and musical instruments.

Hotel McAlpin Adds a Business Library

The Practical Opinions of Business Men About the Best Books In Their Industries

THAT a practical business man and his promotion expert should see in books a vehicle for a new form of hotel promotion is an indication of the increased appreciation of the prestige that can be gained and the interest aroused by putting books to practical use in a new way. There have been hotel libraries many times before, but perhaps the business library, shortly to be installed in the McAlpin, is the first one of its kind in the country. Other hotel libraries, notably the beautiful collection of the Hotel Touraine, Boston, and general libraries such as that of the Hotel Statler in Cleveland, have already proved successful.

The method by which the books for the Hotel McAlpin library are to be selected gives additional interest to this collection. L. M. Boomer, managing director of the hotel, decided to base his collection on the practical opinions of business men, and he sent a questionnaire to about 2000 leaders of industries thruout the country in 20 leading industries. Each one was asked to mention the 10 books that were of first importance in his particular field. These names have been obtained from the editors of the trade papers in these lines of business and industry, and the editors of the trade papers were asked to contribute their suggestions as to the ten books.

The answers have come piling in, and they constitute an interesting collection of the opinions of representative business men and are a very vivid testimony to the fact that business men are today very conscious of the importance of business literature. Not only were the lists valuable and suggestive, but the comments were equally so. When these lists have been collated and analyzed, there will be purchased for the library at least ten books in each field which are of the most fundamental importance. The fields covered are

Department Stores Insurance Banking Clothing Advertising Textiles Groceries Printing Railroads Paper Shipping Accountancy Automobiles Credit Iron and Steel Sales Management Publishing Coal Lumber Foreign Trade Grain Building Rubber Heating and Ventilating Shoe and Leather Furniture

The unique value of the library comes from the fact that it does not give the opinion of a single expert but a general view of the opinions of leaders in the fields covered. The library will be installed on the mezzanine floor of the Hotel in the course of a few months and will be of general service and convenience for the guests of the McAlpin and for visitors to the Hotel. Mr. Boomer's idea is that business visitors from out of town will often wish to refresh their memories on facts and figures of their lines and to gather together information to support business activities while in the city.

The formation of this library ought to have a wide effect far beyond its immediate use, as these booklists will be sent out to trade papers in the various fields, numbering several hundred, and are bound to bring up a general discussion of business literature. The fact that this effort has been made and the lists made available will undoubtedly lead other business organizations and Chambers of Commerce to consider emulating this idea.

As an indication of the character of the lists being received the following suggestions for books on Journalism were submitted by J. L. Heaton of the New York World:

History of Journalism. Frederic Hudson. Old but full of good material.

History of Journalism in the U. S. Payne. Briefer but up-to-date.

History of English Journalism. J. B. Williams.

Next would come memoirs, etc., of a more personal or local nature, such as:

Recollections of a Busy Life. Greeley. Barton's Life of Greeley. Both these old and may be hard to find.

Maverick's Raymond and N. Y. Times or better, perhaps, Elmer Davis's recently issued history of the Times.

In this secondary list would fall a number of excellent works:

The recollections, by whatever name, of Carl Schurz, John Bigelow, John W. Ferney, Alexander K. McClure, Beman Brockway (Whose "Fifty Years in Journalism" is especially good for New York readers) and of course,

Benjamin Franklin's "Autobiography."

As a much discussed book in recent weeks. I should be inclined to include tho it is a little bit out of line "Public Opinion" by Walter Lippman.

The short life of John Delane by the late Sir Frederick Cook would complete a fairish list. Not the much larger but silly and snobbish life of Delane by Dasent.

Failing these or any of them:

"The Autobiography of a Journalist," by William J. Stillman, is of great interest the not all concerned with newspaper work.

Isaiah Thomas, the Printer of the Revolution, left a very interesting book, probably hard to get; his "Memoirs" could be obtained, however

Baron Brenlew's book "The Lives of George D. Prentice and Others" should be considered. Henry Watterson's recent recollections as well as those of Melville Stone I should have put

higher on my list.

If Mr. Boomer has room for an eleventh book, I have no doubt Don C. Seitz, business manager, the New York World, would gladly send him without charge my own book "The Story of a Page." Not because of the author but the subject, which is the editorial policy of the World under Joseph Pulitzer, of whom no memoir yet exists. I have not included any of the useful books which give points on making newspapers, technically. A newspaper man in a hotel doesn't want to study punctuation.

The following suggestions for a list on banking were offered by E. V. Savage of Halsey

Stuart & Company, Chicago:

Chamberlain, Lawrence. Principles of Bond Investment. Holt, 1911. (Standard. More technical than the average salesman will use.)

Sakolski, A. M. Elements of Bond Investment. Ronald, 1921. (Presents the "meat" of the subject.)

Jordan, D. F. Jordan on Investments.

Prentice Hall, 1920.

Annals of the American Academy of Political and Social Science Bonds and the Bond Market. Mar. 1920. (An earlier publication is, "Bonds as Investment Securities," Sept., 1907.)

Mead, E. S. Corporation Finance. Appleton, 1920. (Dewing—Financial Policy of Corporations and Conyngton—Financing and Enterprise are valuable for reference.)

Meeker, J. E. Work of the Stock Exchange. Ronald, 1922.

Clay, Henry. Economics for the General Reader. Edition edited by Eugene Agger. Macmillan 1918. (Highly recommended.)

Pierce, F. Human Side of Business. Winston, 1917. (Readable discussion of the bond sales question.)

Rollins, Montgomery. Money and Investments, A Reference Book. Financial Publishing Co., 1917. (In dictionary form defining concisely the terms in use.)

Holdsworth, J. T. Money and Banking. Appleton, 1917. (A text having considerable popularity.)

The Sales Plan Contest

Open to any bookseller or any book store employee who has tried a selling scheme that has produced results, or who has an idea that may sell books.

Write out the details of your plan and submit them now.



Contest Closes October 31

The Judges:

Simon L. Nye, President American Booksellers' Association.

J. Joseph Estabrook, Vice-President American Booksellers' Association. Ward Macauley, Macauley Bros., Detroit

Award \$100.00

What is wanted are ideas, plans, campaigns that can or have produced results.

All plans submitted should be type-written. All details of the theory of the sales plan, its method of application, costs, signs, advertising, etc., should be carefully worked out. If the plan has actually been tested exact record of results should be presented. There are no limitations as to length of manuscript. It should be as brief as clarity permits, as lengthy as necessary for complete understanding.

Winning Plan Announced by Dec. 2nd. It will be printed in January issues of the Publishers' Weekly. Any other plans judged worthy will also be printed and paid for at \$10.00 each.

Address

Sales Contest Editor 62 W. 45th St.

The Publishers' Weekly New York

The Use of Psychological Tests

By W. V. Bingham

SYCHOLOGICAL methods of selecting employees have now been shown to be valuable additions to the usual procedures, according to W. V. Bingham, Director of Research at Carnegie Institute of Technology, Pittsburgh, in an address before the Babson Industrial Conference at Wellesley Hills. But the practical value of tests and other psychological aids to the manager varies greatly with the type of work and the general conditions of employment. In selecting clerical workers and people to be trained for clerical jobs, intelligence tests are most useful. But in picking successful salesmen, measures of the applicant's interests and tastes, his likes and dislikes, have been found to be more significant than measures of his intelligence. This does not mean that a salesman needs no intelligence. He needs a fair degree of mental alertness. But he needs also, imperatively, many qualities of personality and character that are of relatively minor importance in the less social occupations.

Just as the marvelous advance in industry during the past half-century has been due chiefly to the application of the physical and chemical sciences to the problems of manufacture, so the greatest progress during the next fifty years will be due to the application of scientific method to the human problems of production and marketing. This throws a heavy responsibility on the psychologist; for psychology is the science of human nature. It seeks to discover the laws of action and reaction between people. It formulates the laws of response of an individual to his environment. Applied psychology is human engineering. It is scientific method used to predict and control human behavior.

In a popular sense, every business man is a psychologist whenever he sizes up a customer, plans a sales campaign, forecasts the duration of a panic, or faces any other problem in the prediction and control of human behavior. In a stricter sense he is not a psychologist unless he uses scientific methods of measurement to supplement his own experience and common sense in dealing with the psychological aspects of his problems. It is these measurement methods, and particularly the psychological methods of measuring intelligence, whose value to the business man is now being investigated from every angle.

In some positions, surprising as it may seem,

too much intelligence is a handicap. Where the work is largely routine and the opportunities for rapid advancement are few, the brighter employees are the first to leave. They change to other employment before they have learned enough about their job to be earning their salary. It is unnecessary expense to the employer and an unkindness to a bright, able applicant to give him a job in which he is sure soon to be discontented.

One way to predict what a man can do is to find out what he has done. Evaluation of the information on the application blank, such as age, education and kind of previous experience, has enabled one firm to cut down by more than one-half the proportion of unsuccessful salesmen hired.

Still another useful way is the analysis of interests. An interest analysis blank, with a carefully computed table of preferences, eliminated from another group of new salesmen sixty per cent of the failures without eliminating a single successful one. In selecting salesmen, intelligent tests are on the whole not as useful as interest analyses and experience analyses, but they give valuable supplementary information, particularly regarding the very brightest and the slowest or stupidest applicants.

Intelligence tests have been repeatedly found useful as a means of setting a minimum standard, or a lower critical score, below which it is a waste of time for a boy or girl to try to become, for instance, a good stenographer or secretary.

It is almost impossible to tell in advance of trial whether intelligence tests, interest analyses, rating scales or any other kinds of psychological methods are going to give information of much or little value, in predicting probable success in any particular sort of occupation. Enough is known to warrant the assertion that psychological methods have come to stay. One caution, however, must be emphasized. Psychological methods ought not to be introduced into any business by a psychologist who has not first made himself familiar with the nature and peculiar problems of that business, nor on the other hand, by a business man who is not himself trained in the experimental and statistical methods of psychology. Only disappointment can result from hasty or unprofessional resort to psychological technique.

Obituary

T. D. COBDEN-SANDERSON

THOMAS DOVES COBDEN-SANDERSON, the founder of the famous Doves Press, died at Hammersmith, England, on September 7th. As a craftsman in printing and binding his reputation was international. Born in Ainwick in 1840, he studied for the bar and devoted some years to legal work. In 1900, after an apprenticeship, he turned his attention to the printing of books, and each year since he produced on an average of six examples of book-making that stamped him as a great artist, and are now treasured by collectors everywhere. He was the author of "The Ideal Book" (1900), "Ecce Mundus" (1902), and "The Arts and Crafts Movement" (1905). He also issued a "Catalog Résume of Books Printed at the Doves Press, 1900-1916."

NOTICE

Extra copies of this number of the Publishers' Weekly will be supplied to subscribers at the nominal cost of 15 cents each. Its index to new books, ready or forthcoming, arranged in one continuous alphabet, under both title and author, is just what will be needed by every sales person for the rest of the year.

THE PUBLISHERS' WEEKLY.

"Out-of-Print"

66 TO the real booklover no notation is so irritating as the too familiar 'o. p.,' " says the New York Evening Post. "Suppose that your perusal of Van Buren's Autobiography leads you to desire a reading of the Autobiography of Thurlow Weed; that you have been inspired by 'The Education of Henry Adams' to look into 'Chapters of Erie,' or that you decide that your interest in American fiction demands acquaintance with Theodore Winthrop's 'Cecil Dreeme.' bookseller goes to his catalogs and tells you that they are out of print. There is growing evidence of a revival of interest in Trollope, and many persons would like to read other volumes than the familiar Barchester Series, but most of the sixty or seventy titles are 'o. n.'

"One merit of standard collections like the Everyman Series and the World's Classics is that they bring into print a great treasure house of books that have long been unobtainable. In certain sections of the Everyman Library, as the travel section, the percentage

of volumes previously out of print is very high. Of course, many out-of-print books are a glut on the second-hand market, and the dealers who make it their business to hunt for titles can find them immediately. But the list of 'Books Wanted,' ten or a dozen pages in fine type in every issue of the Publishers' Weekly, is evidence of the difficulty of obtaining many others.

"Clearly, there may at one time be a thousand libraries and individuals who would purchase an out-of-print book, while the publisher, his plates ready at hand, would find a reissue profitable. How can the agencies of demand and supply be brought together? Sometimes a literary critic will voice a demand for an out-of-print book that will galvanize a publisher. H. M. Tomlinson has done it in the London Nation. But the sensible plan is that broached by a New York dealer at the last Booksellers' Convention, who suggested that booksellers with good outlets should cooperate in underwriting reissues, and named several titles, including Lafcadio Hearn's 'Japan' and Mahaffy's 'Survey of Greek Civilization,' for which he had already obtained support. Public libraries might join with the bookstores, and the public should be asked to assist in suggesting titles and afterwards voting on them."

Personal

FRANK DALE WARREN, JR., formerly of the Princeton University Press and before that with the American Book Co., is advertising and publicity manager for Marshall Jones Co.

Business Notes

CHICAGO, ILL.—The Book Mart at 1330 West Madison St., A. Zimmerman, proprietor, has been taken over by the Judy Publishing Co., which will continue the business under the name of the Judy Book Stores A sign has been put up in the window which will remain there permanently. It reads: "Come in, look around and buy if you wish. We sell Books and Courtesy."

CORNING, N. Y.-L. T. Goodridge Co. has entered a petition in voluntary bankruptcy.

NEW YORK CITY.—An involuntary petition in bankruptcy has been filed against the Searchlight Information Library Co.

PHILADELPHIA.—J. W. Gilman, Inc., will open a general book store at 1339 Walnut St. in October. They are incorporating at \$50,000.

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The Weekly Record of New Publications

HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow. square, oblong, narrow.

Titles beginning with an unimportant word are

inverted to be listed under their subject when

possible.

Atkin, G. Murray

The captive herd. 311 p. D [c. '22] N. Y.,

Crowell \$1.75

The story of a headstrong young man of the world who comes to New York determined to win prestige and fortune by hook or crook, how he double-crossed his employers and became an outcast, and thru his love for a young Canadian girl found himself.

Barclay, Florence Louisa Charlesworth [Mrs. Charles W. Barclay]

The wall of partition; front. by F. H. Townsend. 421 p. front. (col.) D (Popular copyrights) [c. '14] N. Y., Grosset & Dunlap 75 c.

Belden, P. B.

Face brick bungalow and small house plans; 96 designs; 4 v. 104 p. il. O ['22-c. '21] Mil-waukee, Wis., C. N. Caspar pap. \$2

Bellamy, Francis Rufus

A flash of gold. 8+293 p. D c. Garden

City, N. Y., Doubleday, Page \$1.75
The story of Nancy Van Wyck's conquest of herself and how she married David Carpenter, a serious young physician, and while he ministered unselfishly, she amused herself with conquests until she caught a glimpse of what life meant to David.

Bernard, Florence Scott

Through the Cloud Mountain; with Jan and the story-book folk we love; il. by

Gertrude Kay. 215 p. front. (col.) il. pls. (col.) O c. Phil., Lippincott \$2.50

A story for children, how Jan of "Pied Piper" fame starts on a journey for Cloud Mountain, Land of Eternal, and meets Alice ir Wonderland, Red Riding Hood, Cinderella, Alladin and a host of others.

Bisch, Louis E., M.D.

Your inner self. 21+189 p. (1 p. bibl.) D Garden City, N. Y., Doubleday, Page

A study of psychoanalysis, aiming to simplify the terms and clarify the significance of an obscure

science.

Black, J. H.

Manual of face brick construction. 116 p. figs. (col.) plan. il. Q ['22-c. '20] Milwaukee, Wis., C. N. Caspar bds. \$9

Bodenheim, Maxwell

Introducing irony [poetry]. 101 p. O ['22] N. Y., Boni & Liveright \$2

Bouvé, Pauline Carrington

Lamp-light tales; il. by Mabel Betsy Hill. 312 p. front. (col.) il. pls. D [c. '22] N. Y.,

Grosset & Dunlap \$1
Stories told by Polly Flinders to six little cousins, an adventure story, an animal story, stories of children in far lands, true or history tales, stories of people living in America and a fairy tale.

Bowker, R. R., Co., comps.

American book trade manual, 1922; including lists of publishers, booksellers, periodicals and organizations. 180 p. O c. N. Y. [Author] \$5

British Museum

A guide to the antiquities of Roman Britain in the dept. of British and Mediaeval antiquities. 12+136 p. il. pls. O ['22] N. Y., Oxford Univ. Press \$1

Collotype post cards; supplementing previous lists the following sets just published are now available: Japanese paintings, set

American Child (The); text of proposed child labor amendment, 17th national conference on child labor. 152 p. charts O (Quarterly journal of gen-eral child welfare; Aug. 1922) N. Y., National Child Labor Committee apply

Anthracite (The) strike of 1922; a chronological statement of the communications and negotiations between the hard coal operators and the United Mine Workers of America, including the anthracite operators' reply to the miners' demands, and embodying a plan for avoiding future suspensions; also the arbitration proposal, an offer by the operators to refer issues in dispute to a Presi-

Anthracite Bur. of Information apply
Benedict, Russell
Illustrated ['22] Phil.,

Illustrated catalogue of acts and laws of the colony and state of New York and of the other original colonies and states constituting the collection made by [Author], justice of the Supreme Court of N. Y., to be sold Feb. 27, 1922; the sale to be conducted by T. E. Kirby and his assistants. 26 p. [122] N. Y., Am. Art Assn., Madison Square So. apply

Bowen, Oran Rishel The government of Nebraska. 4+97 p. charts D. ['22] Wayne, Neb., F. H. Jones & Son apply

53; Anglo-Saxon and Irish art, set 56; drawings by Claud Lorrain, set 57; mediaeval sports and pastimes, set 58; early Christian and Byzantine antiquities, set 59 Tt ['22] N. Y., Oxford Univ. Press ea. set of 15 cards, 60 c.

Subject index of the modern books acquired by the British Museum in the years 1916-'20, other than those relating to the European war. 1012 p. Q ['22] N. Y., Ox-

ford Univ. Press \$29.40

of the modern books Subject index acquired by the British Museum in the years 1916-'20, with subject index of the books relating to the European war, 1914-'18. 8-1 196+1012 Q ['22] N. Y., Oxford Univ. Press \$33.60

Buckrose, J. E., pseud. [Mrs. Annie Edith Foster Jameson]

A knight among ladies. 6+307 p. D [c.

N. Y., Doran \$1.75
A romance developed over a garden fence, how Sir Francis Holt, an eligible male, came to Wynthorpe to rest, because it looked like such a peaceful little village, and there was gossip of the ladies and jealousy and carping, but in the end love won.

Burroughs, John

The last harvest. 9+294 p. front. (por.) D c. Bost., Houghton Mifflin \$2

A final collection of essays by the late naturalist, including two studies of Emerson and Thoreau and an article on "The Great Mystery."

Calthrop, Dion Clayton

Tremendous adventures. 317 p. D [c. '22]

N. Y., Stokes \$1.90
A development from a beginning of old-fashioned romance to an ultra-modern conclusion. The story of Pin, both hero and villain, an eternal vagabond, who had "a way with him," and who loitered where he found love in a Devonshire valley.

Canfield, Dorothy, i.e. Fisher, Dorothea Frances Canfield [Mrs. John Redwood

The brimming cup. 409 p. D (Popular copyrights) [c. '19-'20-'21] Grosset & Dunlap 75 c.

Casserly, Gordon

The elephant god. 12+390 p. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap

Clark, Barrett H.

European theories of the drama. 503 p. O ['18] Cin., O., Stewart Kidd \$5

Collins, V. H., comp.

Tales in rhyme. 128 p. D ['22] N. Y., Oxford Univ. Press 50 c.

Cournos, John

431 p. D [c. '22] N. Y., Boni & Babel.

Liveright \$2.50

A novel portraying a panorama of life, one chapter a passionate love episode, another a description of the great men of Babel (or London), discussion of art, letters and politics together with a portrayal of New York, Philadelphia and the new world of to-day. to-day.

Crile, George W.

The thyroid gland. 288 p. il. O [c. '22] Phil., Saunders \$5

Dana, M. Cumming

According to her light [a no-more-war book]. 298 p. D [c. '22] Phil., Dorrance \$1.75

Danelson, Effa E.

Journeys thru space; experiences of [author; spirit communications]. 96 p. T [c. '22] Chic. [Author], 1904 N. Clark St. \$1

Davison, Lawrence H.

Movements in European history. 10+306 p. maps D ['22] N. Y., Oxford Univ. Press \$1.50

De Gourmont, Remy

The natural philosophy of love. 222 p. O ['22] N. Y., Boni & Liveright \$5

De Lawrence, George

Pithy patter for the parlor and the professional prestidigitator [entertainments]. 32 p. D ['22] Milwaukee, Wis., C. N. Caspar рар. 75 с.

Miscellaneous tricks with handkerchiefs; including a 15-minute act with silk. il. D ['22-c. '21] Milwaukee, Wis., Milwaukee, Wis., C. N.

Caspar pap. \$1

De Lawrence, George, and de Jong, Carroll Mysteries of crystal gazing; effective experiments in magic and complete systems of mind reading. 48 p. F ['22] Milwaukee, Wis., C. N. Caspar pap. \$3

Denikin, Gen. A. I.

The Russian turmoil; memoirs: military, social and political. 344 p. front. il. pls. O [n.d.] N. Y., Dutton \$8

The story of the Russian Revolution by the Commander-in-Chief of the anti-Bolshevist army.

Edwards, Edward

A catalogue of the Persian printed books in the British Museum. 8+484 p. Q ['22] N. Y., Oxford Univ. Press \$42 Emerson, Ralph Waldo

Nature and other miscellanies. 278 p. T (World's classics, no. 236) ['22] N. Y., Oxford Univ. Press. mor. \$1.50; 85 c.

California

California
Constitution of the state of California and summary of amendments, to which are appended Magna Charta, Declaration of Rights, Declaration of Independence, the Articles of Confederation and the Constitution of the United States. 398 p. front. pls. (col) S ['22] Sacramento, Cal., Cal. State Ptg. Office apply
California. Laws, statutes, etc.
Labor laws of the state of California, 1921; prepared by the California State Lib. for the Bureau of Labor Statistics. 292 p. S ['22] Sacramento, Cal., Cal. State Ptg. Office apply
Connecticut. Laws, statutes, etc.
The general corporation laws of the state of Conn.;

rev. Nov. 1, 1921. 108 p. O ['21.] Hartford, Conn., Cheshire Reformatory Press apply

Council on foreign relations

Conference of the Council on foreign relations, inc., Hotel Astor, N. Y., Feb. 17, 1922; Subject: comments upon the Conference on the limitation of armaments and Far Eastern questions; presiding, Hon. John W. Davis . . . speaker, Hon. N. H. Davis . . . discussion led by Mr. P. D. Cravath. 48 p. O ['22] N. Y. [Author] apply

Croninger, Fred H.

Problems in arithmetic. 82 p. D [c. '22] Fort Wayne, Ind., Singmaster Pr. Co. apply

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Euripides

Euripides' Bacchae, ed. with introd., notes and appendices by A. H. Cruickshank. 16+90 p S ['22] N. Y., Oxford Univ. Press \$1.35

Ewart, Wilfrid

A journey in Ireland; with an introd. by Major the Earl Winterton, M. P. 12+259 p.

Oc. N. Y., Appleton \$2
Visiting both Ulster and the South, from Cork to Belfast, from Dublin to Limerick, there is presented a portrayal of the state and the feeling of the country, with nothing suppressed.

Ewing, James

Neoplastic diseases. 1050 p. il. O [c. '22] Phil., Saunders \$12

Firebaugh, W. C.

The Satyricon of Petronius arbiter; 2 v. il. by Norman Lindsay. il. O ['22] N. Y., Boni & Liveright \$20

Foote, Paul Darwin, and Mohler, Fred Loomis

The origin of spectra. 250 p. (bibl. footnotes) il. pls. O (Am. chemical society monographs, no. 8) [c. '22] N. Y., Chemical Catalog Co., 1 Madison Ave. \$4.50

Forsythe, David

The technique of psychoanalysis. 133 p. D ['22] N. Y., Moffat, Yard & Co. \$2

Fueter, Eduard

World history, 1815-1920; tr. by Sidney Bradshaw Fay. 5+490 p. D [c. '22] N. Y., Harcourt, Brace \$3.75

From the viewpoint of universal history there is shown the forces and tendencies of the period discussed, the alliances against revolution, the passing of the colonial era into the age of modern imperialism, the rise of the Fourth Estate, etc., to the World War. ism, the ri World War.

Glover, Terrot Reaveley

Progress in religion to the Christian era [Wilde lectures for 1922, delivered at the Lowell Institute, Boston]. 350 p. (bibl. footnotes) D [c. '22] N. Y., Doran \$2
Religious development of the Greek, the Roman and the Hebrew peoples, as a preparation for the coming of Christ.

Gonzales, Ambrose E.

The black border; Gullah stories of the Carolina coast. 348 p. O ['22] Columbia, S. C., State Co. \$3

Goodrich, E. S., and others, eds.

The quarterly journal of microscopical science; v. 66, pt. 2, new ser. no. 262. 187+

396 p. pls. figrs. O ['22] N. Y., Oxford Univ. Press pap. \$7.50

Herodotus

Book seven; partly in the original and partly in translation; ed. by C. E. Robinson and others; with introd. notes and vocabulary. 168 p. map. D (Clarendon Latin and Greek ser.) ['22] N. Y., Oxford Univ. Press \$1.20

Grant, John E.

The problem of war and its solution. 384

p. O'22 N. Y., Dutton \$5

A survey of the biological and historical aspects of the problem of war and civil commotion and the solution, the application of which is within the range of practical politics, described in simple

Grulee, Clifford

Infant feeding. 326 p. il. pls. O [c. '22] Phil., Saunders \$4.50

Herbert, A. J., comp. and ed.

Autograph prices current (pub. annually); being a record of autograph letters, documents and mss., sold by auction in London, with the date and place of sale, name of purchaser, and price of each lot, together with a comprehensive reference index, comp. and ed. by [author]; v. 5 (comprising Aug., 1919-July, '21, inclusive). 8+228 p. O [n.d.] N. Y., R. R. Bowker Co. \$5

Home, W. E., M.D.

Merchant seamen; their diseases and their welfare needs. 9+111 p. tabs. D '22 N. Y., Dutton \$2

Hull, Burlong

Expert billiard manipulation; an accurate and comprehensive technical treatise on the expert manipulation of miniature billiard balls, il. by 200 photographs taken from hands of experts. 63 p. il. O [22-c. '15] Milwaukee, Wis., C. N. Caspar apply

Kohanyl, T.

English language master for Hungarians. 496 p. D ['22] Milwaukee, Wis., C. N. Caspar \$2

Lana, Langa

Up against it in Nigeria. 244 p. il. pls. map O '22 N. Y., Dutton \$5

Narrative of thirteen years experience as a political efficer among the toilers who have faced the dangers and changing fortunes of a comparatively young administration.

Fackler and Fackler, New York
Illinois standard tables; net premiums, terminal reserves, mean reserves, and cost of insurance; modified preliminary term, Illinois standard, Am. experience 3½ per cent. 5 p. Q ['22] Chic., The Spectator Co. apply

Co. apply
Frankfurter, Felix
District of Columbia minimum wage cases; the
Children's hospital of the Dist. of Columbia, a
corporation, appellant, vs. Jesse C. Adkins and
others constituting the Minimum Wage Bd, of the
Dist. of Columbia; W. A. Lyons, appellant, vs. Jesse
C. Adkins; brief for appellees; [author] of counsel;
assisted by Mary W. Dewson. 453 p. O ['21] N. Y.,
C. P. Young Co. apply

Huddy, Xenophon Pearce
The law of automobiles; 6th ed. by Arthur F. Curtis. 34+1348 p. Q ['22] Albany, N. Y., M. Bender & Co. \$12

Indiana. Laws, statutes, etc.
Inheritance tax law of Indiana; in effect Apr. 30, 1913, amendments of 1915, '17, '19 and '21; with table of rates; with the approval of the governor. 22p. tabs. O ['21] Indianapolis, Ind., State Bd. of Tax Commissioners apply

Keppel, Frederick Paul The international chamber of commerce. 24 p. D. ['22] N. Y., Am. Assn. for International Conciliation apply

Leach, William H.

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How to make the church go; a desk manual for the every day use of the modern minister executive. 128 p. D [c. '22] N. Y., Doran

Takes the position that the task of the modern pastor is to put the entire church at work, and applies to the management of a church the psychological principles of business.

Lisle, Clifton

Sandy Flash; the highwayman of Castle Rock. 281 p. front. il. pls. D [c. '22] N. Y.,

Harcourt, Brace \$1.50
A story of trapping and woodcraft centering about the life and adventures of two boys who lived in the life and colonial times.

Locke, William John

The house of Baltazar. 312 p. D (Popular copyrights) [c. '19-'20] N. Y., Grosset & Dunlap 75 c.

Locke, William John
The tale of Triona. 397 p. D c. N. Y.,

Dodd, Mead \$2

The love story of Olivia Gale and Alexis Triona who are happily married until an old secret comes to light, when there follow the struggles of a woman who had taken for a husband a shadow, how she fought for his honor and won back their happiness.

MacGrath, Harold

The drums of jeopardy; il. by Ralph Pallen Coleman. 396 p. front. il. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Manly, John Matthews, and Rickert, Edith, i.e. Martha Edith

Contemporary American literature; bibliographies and study outlines. 19+188 p. D '22] N. Y., Harcourt, Brace \$1.50

Covers 99 poets, 49 dramatists, about 150 writers of fiction, 24 essayists and 65 writers of other kinds of prose. There are brief biographies, suggestions for reading, a chronological bibliography with annotations, and order of choice of reading indicated.

Martin, Helen Reimensnyder [Mrs. Frederic C. Martin]

The schoolmaster of Hessville. 289 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Mason, Alfred Edward Woodley

The four feathers. 8+400 p. D (Popular copyrights) [c. '01-'02] N. Y., Grosset & Dunlap 75 c.

Masson, Thomas Lansing [Tom Masson],

Listen to these. 6+275 p. D c. Garden City, N. Y., Doubleday, Page \$1.50

compilation of humorous short stories anecdotes by the man who was managing editor of Life for twenty-five years.

Masten, Vincent Myron

Criminal types. 240 p. O [c. '22] Bost.,

Badger \$2

A popular treatise, considering such topics as the criminal mind, links in the chain of crime, prison discipline, psychology and the criminal, by the military head of the N. Y. State Reformatory, Elmira.

Meyer, Joseph E.

"Protection"—the sealed book; treatise and guide of players of games of chance, such as dice, cards, roulette, slot machines, etc.; and investors in stocks in mining, oil, etc. 128 p. il. O. ['22-c.'11] Milwaukee, Wis., C. N. Caspar \$3.25

Miller, Alice Duer [Mrs. Henry Wise Miller] Manslaughter; il. by F. R. Gruger. 293 p. front. il. pls. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap 75 c.

Mills, J. Saxon
Sir Edward Cook, K.B.E.; a biography. 8+304 p. (3½ bibl.) O ['22] N. Y., Dutton \$6

Miln, Louise Jordan [Mrs. George Crichton Miln]

The green goddess; based on the play, "The Green Goddess," by William Archer. 330 p. D [c. '22] N. Y., Stokes \$1.90
A story of India, how a crippled airplane drops into the mountains, leaving among the heathen tribe an English girl, her officer-husband and a young dector who loves the girl, how they are about to be an English girl, her officer-husband and a young doctor who loves the girl, how they are about to be sacrificed to the Green Goddess, when something unexpected occurs.

Moore, George

In single strictness. 312 p. O ['22] N. Y., Boni & Liveright \$10

Mulock, Miss, pseud. [Mrs. Dinah Maria Mulock Craik]

The adventures of a brownie; The little lame prince; Poor Prin; gift ed. with 14 il.

in col. by Maria L. Kirk. 280 p. front. (col.) il. pls. (col.) O c. Phil., Lippincott \$3

Three stories for children by the author of "John Halifax, Gentleman," the merry pranks of Brownie, who was very, very old, the wonderful adventures of Prince Dolor of Nomansland, who had a fairy godmother, and the story of Poor Prin, the little spaniel

Nesser, Robert W.

Ship names of the U. S. Navy; their origin and meaning. 269 p. D ['22-c.'21] N. Y., Moffat, Yard & Co. \$2

Library Bureau of Railway Economics

A list of references to literature relating to the Union Pacific System. various paging Q '22 Wash., D. C. [Author], Homer Bldg. pap. apply McBain, Howard Lee

Government and politics in Virginia; rev. ed. 8+332 p. front. il. O ['22] Richmond, Ba., Bell Bk. & Sta. Co. apply McDaniel, John, and Rogers, Daniel C.

Wool marketing through regional pools. 55 p. il. port. map O ['21] Jefferson City, Mo., State Bd. of Agriculture. apply Maine. Laws, statutes, etc.

Laws of Maine relating to agriculture. 111 p. O (Dept. of Agriculture, bull. v. 21, no. 1, Mar. '22) Augusta, Me. [Author] apply

Michigan College of Mines, Houghton. Dept. of Civil and Mining Engineering
Topographical drawing notes, Dept. of Civil and Mining Engineering, Michigan College of Mines, Houghton, Mich. 1+55 p. il. fold. pl. diagrs. Q [c. '22] Houghton, Mich. [Author] apply

Morrison, John Cayce

The legal status of the city school superintendent.
4+5+165 p. (bibl. 4 p.) fold. chart. tab. O ['22]
Balt., Md., Warwick & York, Inc. apply

Morrison, Leonard S.

The government of New Hampshire. 127 p. D [c. '22] Concord, N. H., W. B. Ranney Co. apply
New York (State) Legislature, Joint Committee on
the Affairs of the City of New York

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Nicoll, Sir William Robertson

The round of the clock; "the story of our lives from year to year"; il. by George Morrow. 24+324 p. il. D'10 N. Y., Doran \$1.75

Period of a human life divided into five year stages, each stage corresponding to one hour on the dial of the clock, beginning at six o'clock in the morning.

Opitz, Russell Burton

Elementary manual of physiology. 411 p. il. D [c. '22] Phil., Saunders \$2.50

Overton, John

My Lady April. 256 p. D [n.d.] N. Y.,

Stokes \$1.90

"A charming romance of Bath in the days of Beau Nash." The story of a young girl deserted by her parents and left to fight her way alone among the temptations of Bath at its gayest, and the solution of the mystery surrounding her gipsy lover.

Panzini, Alfredo

Wanted—a wife (Io cerco moglie); tr. by Frederic Taber Cooper. 294 p. D c. N. Y., N. L. Brown \$1.90

A humorous romance, in which the hero, Ginetto Sconer, having amassed a fortune, applies his sound business principles to the wooing of women of different stations in life, in order to obtain a wife.

Parkinson, Maude

Twenty years in Roumania. 255 p. O '22

N. Y., Dutton \$4
Studies of people, customs and events, the result of twenty years spent in Bucharest.

In leading strings [novel]. 306 p. D ['21] N. Y., Moffatt, Yard & Co. \$2

Rich, Jean, pseud. [Helen Frances Thomp-

Do's and don'ts for business women. 9+ 195 p. T c. N. Y., Woman's Press \$1

Ritchie, Robert Welles

Trails to Two Moons; front. by Frank Spradling. 308 p. front. D (Popular copyrights) c. '20 N. Y., Grosset & Dunlap 75 c.

St. Thomas Aquinas

Summa theologica; pt. 2; QQ. CL-CXL. 337 p. O ['22] N. Y., Benziger Bros. \$3

Sawyer, Ruth [Mrs. Albert C. Durand] Leerie; il. by Clinton Balmer. 309 p. front. il. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Schevill, Ferdinand

The history of the Balkan Peninsula; from the earliest times to the present day. 7+558 p. front. (col. map) maps O [c. '22] N. Y.

Harcourt, Brace \$5
From the migratory period to the present day is shown the interaction of nationalism and imperialism, the rivalry of European powers and the conflict between European and Asiatic civilization.

Schultz, James Willard

The trail of the Spanish horse; with il. by George Varian. 212 p. front. il. pls. D c. '21-

212 Bost., Houghton Mifflin \$1.75

Adventures of Tom Fox and Pitamakan, and how Tom loses his father's valuable horse, and at length recovers it after a long and exciting search. Author is a Blackfoot Indian by adoption, and writes stories from actual experience on the old frontier.

Shakespeare, William

The works of William Shakespeare; with an introd. by Edward Dowden; il. by G. Demain Hammond, R. I.; complete in I v. 6-1111 p. front. (col.) il. pls. (col.) O [n.d.] N. Y., Crowell \$5

Simons, Harry

Designing boys' and juveniles' clothing; a complete and reliable system for drafting all kinds of garments. 130 p. diagrs. il. 0 [c. 22] N. Y., Clothing Designer Co., 70 5th Ave. \$15

Sinclair, Upton Beall [Arthur Stirling, pseud.]

They call me Carpenter; a tale of the second coming. 223 p. D [c. '22] N. Y., Boni & Liveright \$1.75

A romantic novel attempting to answer the question, What would Christ do if He should return to earth to-day? Appeared serially in Hearst's Magazine.

Emilie Blackmore, and Stapp, Eleanor

Happyland's fairy grotto plays. 149 p. D [c. '22] Bost., Houghton Mifflin \$1.25

Stefansson, Vilhjalmur

The northward course of empire; with an introd. by Dr. Edward William Nelson. 20+ 274 p. (3 p. bibl.) il. pls. fold. map D [c. '22] N. Y., Harcourt, Brace \$2

N. Y., Harcourt, Brace \$2

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First report of the New York State Joint Legislative Com. to invstigate the affairs of the city of N. Y., Dec. 19, 1921. 10 p. O ['22] N. Y., F. Payne

N. Y., Dec. 19, 1921. 10 p. O ['22] N. Y., F. Payne Press apply

New York (State) Laws, statutes, etc.

Penal law and the Code of Criminal Procedure of the State of N. Y.; with all amendments passed by the legislature to the end of the regular session of 1922; 14th ed. by John T. Fitzpatrick. 1+1237 p. O ['22] Albany, N. Y., M. Bender & Co. apply

New York (State) Legislature, Joint Committee on the Affairs of the City of N. Y.

Report of the Joint Legislative Com. to investigate the affairs of the City of N. Y. on the Dept. of Docks, Jan. 31, 1922. 20 p. tabs. Q ['22] N. Y. [Author] apply

Nichols, Philip Taxation in Massachusetts; a treatise on the assessment and collection of taxes, excises and special assessments under the laws of the commonwealth of Mass. 821 p. O [c. '22] Bost., Financial Pub. Co.

Pannier Bros. Stamp Co.
Catalog; rubber stamps. 5 p. il. & ['22] Pittsburgh,

Catalog; rubber stamps. 5 p. il. & ['22] Pittsburgh, Pa. [Author] apply
Portland Terminal Company
Private and special laws of Maine relating to the Portland Terminal Company and constituting the charter of the Portland Terminal Co. 10 p. O ['22] Portland, Me. [Author] apply
Rhode Island. Laws, statutes, etc.
Rhode Island insurance laws, May, 1921; comp. and indexed by Philip H. Wilbour, insurance commissioner. 84 p. O ['21] Providence, R. I., E. L. Freeman Co. apply
Semmes, Harry Hodges, and Van Deventer, Harry R.
Law charts and patent engineering. 5+110 p. fold. charts Q ['22] Wash., D. C., Hayworth Pub Ho. apply

Stockley, Cynthia

Wild honey. 391 p. front. D (Popular copyrights) [c. '14] N. Y., Grosset & Dunlap

Stookey, Byron, M.D.

Surgical and mechanical treatment of peripheral nerves. 475 p. il. O [c. '22] Phil., Saunders \$10

Story, Walter Scott

Skinny Harrison, adventurer; il. by Rufus

C. Harrington. 347 p. front. il. pls. D [c. '22] Bost., Lothrop, L. & S. \$1.50

For boys from twelve to sixteen. The story of the redoutable Skinny, getting his nickname from his stoutness, the leading spirit among a set of very active boys, whose comical pranks are often exciting but never vicious.

Su, Sing Ging

The Chinese family system. 112 p. (9½ p. bibl.) O c. N. Y., International Press \$2

Sutherland, Joan

Beauty for ashes. 377 p. D [c. '22] N. Y.,

Doran \$1.75
The story of a man whose faults were the result of too great wealth, showing the development of his character under the influence of an understanding man whose faults were the result

Swan, C. G., and Granstroem, Hanna

Dictionary; English-Finnish part. 1218 p. O ['22] Milwaukee, Wis., C. N. Caspar half lea. \$7

Theiss, Lewis Edwin

The young wireless operator-with the oyster fleet; how Alec Cunningham won his way to the top in the oyster business; il. by Frank T. Merrill. 328 p. front. D [c. '22] Chic., Wilde \$1.75

Thompson, Clifford Griffeth

The ethics of William Wollaston; a dissertation presented to the faculty of the Graduate School of Yale University, in candidacy for the degree of Doctor of Philosophy. 235 p. O [c. '22] Bost., Badger \$2

Thompson, Helen Frances. See Rich, Jean.

Traprock, Walter E., pseud.

My northern exposure; the Kawa at the Pole. 245 p. front. il. pls. O c. N. Y., Put-nam \$2.50

A burlesque account of the adventures of the re-doubtable author and his party who set out to discover the real North Pole, in a most unusual manner.

Turner, Francis M., Jr., and others

Chemical engineering catalog; collected, condensed and standardized catalog data of equipment, machinery, laboratory supplies,

heavy and fine chemicals and raw materials used in the industries employing chemical processes of manufacture; with a general directory of such equipment and materials, classified and cross-indexed and a technical and scientific books section. 1187 p. il. Q [c.'16-'22] N. Y., Chemical Catalog Co., 1 Madison Ave. \$10

Turpin, Edna Henry Lee

Whistling Jimps; il. by D. G. Summers. 328 p. front. il. pls. D c. '21-'22 N. Y., Century \$1.75

An adventure story among the Virginia Mountains, about the boy Jimps moving among the wildwood creatures like one of them, yet with a magic power all his own. For boys and girls.

Valentine, C. W.

Dreams and the unconscious; an introd. to the study of psychoanalysis. 143 p. D '22 N. Y., Macmillan \$1.50

Ward, Mary Augusta Arnold [Mrs. Humphry Ward]

Harvest; front. in col. by Allan Gilbert. 355 p. front. (col.) D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap 75 c.

West, Rebecca, pseud. [Regina Meriam Bloch]

The judge. 491 p. D [c. '22] N. Y., Doran

The young English author's first full-length novel. The first half is a story of young lovers; the latter half, moving swiftly to a tragic end, deals with the claim of a mother upon her son's affection in special circumstances.

Weston, R. D.

Single and double bungalows; an illustrated book devoted to beautiful and convenient homes of one and two families. 38 p. il. O [c. '22] Milwaukee, Wis., C. N. Caspar рар. 65 с.

Wharton, Mrs. Edith Newbold Jones

The age of innocence. 364 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap 75 c.

Williams, Frayne

Three Oriental plays [The rose garden; The blue vase; The man with the bundle]. 79 p. D c. '21 Los Angeles, Cal., J. A. Alles Co., 438 Wall St. pap. 75 c.

Williams, Jesse Feiring

Personal hygiene applied. 412 p. il. tabs. pls. diagrs. charts. O c. Phil., Saunders

\$2.50
Various aspects of the meaning of health in terms of life and a systematic consideration of hygiene from its scientific side.

Spurr, Henry Clifford

Motor vehicle transportation; the development of the automobile as a transportation agency, together with the supervising policies and practices adopted by the U. S. 606 p. O [c. '22] Rochester, N. Y., Uublic Utilities Reports, Inc. apply Wagner's detailed motor book. 5 p. maps O ['22] Cin., O., A. C. Wagner Co. apply

Walker, William Slee

Malker, William Slee

American law of real estate agency; including the duties and liabilities of principals and agents; the earning of commissions by real estate brokers, pleading, practice and judicial constructions and interpretations, and forms of listing, brokerage and other contracts. 37+1053 p. O ['22] Cin., O., W. H. Anderson Co. apply

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Age of innocence, The. Wharton, Mrs.	History of the Balkan Peninsula. Schevill, F. Harcourt
E. N. J. 75c. American book trade manual, 1922. \$5.	House of Baltazar, The. Locke, W. J. 750
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Ouarterly journal of microscopical science, The. Goodrich, E. S. and others. \$7.50 Round of the clock, The. Nicoll, Sir W. R. Doran Russian turmoil, The. Deniken, Gen. Dutton Sandy flash, Lisle, C. \$1.50 Harcourt Satyricon of Petronius arbiter, The. Firebaugh, W. C. \$20 Boni Schoolmaster of Hessville, The. Martin, H. R. 75c. Grosset Ship names of the U. S. Navy. R. W. \$2 Nesser. Moffat Single and double bungalows. Weston, R. D. Caspar Sir Edward Cook, K. B. E. Mills, J. S. \$6 Dutton Skinny Harrison, adventurer. Story, W. S. Lothrop Subject index of the modern books acquired by the British Museum in the years 1916-20. \$33.60 Subject index of the modern books acquired by the British Museum in the years 1916-'20, other than those relating to the European war. \$29.40 Oxford Surgical and mechanical treatment of peripheral nerves. Stookey, B. \$10. Saunders Tales in rhyme, The. Collins, V. H. 50c Oxford Tale of Triona, The. Locke, W. J. \$2 Dodd

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Rare Books, Autographs and Prints

THE Lewissohn collections of Washingtoniana, comprising some 12,000 items and regarded as the most extensive that has ever been brought together, has been purchased by Henry E. Huntington of California.

A valuable collection of first editions of Charles Dickens owned by the late Elizabeth Campbell Skelton of Portsea, was bequeathed to the Portsmouth Corporation to be placed in the Dickens Museum.

The last two or three months has been a very quiet period among the print dealers but there are now many indications of activity, and exhibitions will start in earnest next month.

The Brick Row Book Shop has a catalog of Shelley first and other rare editions in press. Its frontispiece will be a portrait of the poet reproduced here for the first time.

The first edition of Willa Cather's new novel, "One of Ours," will consist of 35 copies printed on Japanese vellum and 295 copies on Perugia handmade Italian paper, autographed by the author.

The official gift of the French Republic to the Children's Library in the Dickens' House at 13 Johnson Street, Somers Town, formally presented by the French Ambassador, comprised 2,000 francs worth of books.

"A World Worth While." By W. A. Rogers, the cartoonist and successor of Thomas Nast on *Harper's Weekly*, is rich in anecdotes of Mark Twain, Edwin A. Abbey, Alexander Graham Bell, McKinley, Roosevelt and a score or more of other famous men of the period.

Houghton Mifflin announce "A Concise Bibliography of Walt Whitman" with a supplement of fifty books about Whitman of interest to collectors, students, and librarians, by Carolyn Wells and Alfred S. Goldsmith, to be published in a limited edition of 550 copies about November 1.

Belle da Costa Greene, librarian of the J. Pierpont Morgan library, is inclined to the opinion that the collection of first and early editions of Shakespeare owned by Henry C. Folger is the greatest in this country but de-

clares that in the "wider field of English literature Mr. Huntington is undoubtedly the greatest collector the world has ever known."

Constable and Company, Ltd., of London will publish a complete edition of the prose works of Henry Melville in twelve volumes limited to 750 sets. The edition will be divided evenly between England and America, Gabriel Wells of this city controlling the sale in this country. The edition in all its details will appeal to discriminating booklovers. Two dealers alone have purchased 100 sets and the edition is likely to be disposed of in record time.

At the recent Exposition of the Graphic Arts in Boston, visitors were presented with a neat folder giving "An Historical Sketch of the Stephen Daye Press, the First Printing Press in what was formerly British North America," with a list of titles of works printed on this famous press from 1638 to 1658. The folder was the work of the successor of the Daye Press, the University Press of Cambridge, and contained the Daye bookplate of 1742 supposed to be the earliest American bookplate.

An anonymous donor has presented the British Museum with an additional copy of Shakespeare's First Folio of 1623. The copy is extremely rare in that it has the famous Droeshout portrait on the title page in its original state. In this state there is no shading on the left side of the white collar, the mustache is unfinished and there are a number of fine lines on the forehead. The only other copy hitherto recorded, in which a portrait in this early state remains in place is that in the Bodleian Library. There is a copy in this city of the portrait in this state separated from the rest of the book. It is understood that Quaritch, from whom the donor acquired the book, has offered it to several collectors in the country for upwards of £10,000.

After nearly a hundred years the little known Blake illustrations made for Gray's poems have been reproduced by the Oxford University Press. The original volume of designs was first owned by John Flaxman and passed after his death to John Clarke the bookseller. It was purchased from him by William Beckford whose library was later removed to Hamilton Palace on or before the marriage of Beckford's daughter to the tenth Duke of Hamilton. It has remained in Hamilton Palace until recently, when, thru the kindly offices of H. J. C. Grierson, the present Duke and Duchess of Hamilton consented to the publication of the de-

signs. These designs to the number of 116 have been reproduced in full size, six of them in color, and in a very satisfactory manner. Collectors of Blake and Gray will both be interested in the volume.

The Art Center has many plans for the coming season. In October all seven societies who own it, the American Institute of Graphic Arts, the Art Alliance of America, the New York Society of Craftsmen, the Society of Illustrators, the Art Directory Club and The Stoways, will hold a grand union exhibit which is to fill the entire building, except the rooms occupied by tenants. The Art Alliance is already in its new gallery which takes up half of the third floor in the building and is occupied just now with an exhibition of work by members. This change was made necessary by the growth of the society and its work. The board of directors of the Center announces that a gallery on the main floor has been opened to artists, outsiders, or members of the Center, who wish limited space to display their work. This will afford an opportunity to artists to exhibit, at a nominal sum, paintings, sculpture, etchings, photography, furniture and decorative and craft work of every kind. F. M. H.

Catalogs Received

Interesting autograph letters, manuscripts and historical documents. (No. 435; Items 698.) Francis Edwards, 83 High St., Marylebone, London, W. 1, England.

Miscellaneous books. (No. 81; Items 1156.) Davis' Bookstore, 49 Vesey St., New York City.

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Index to Fall Announcements

In this list publishers' announcements are indexed by author, title and series. Titles recorded in the Publishers' Weekly before July first have been generally excluded. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, ander to which is given on page 847.

A B C about collecting. Foxhall, Sir J. Dutton A B .C's of business, The. McKee, H. S. Macmillan A travers la France. Bertaux, F. Oxford Univ. Willis J. Philip Derby-reporter. 12° \$1.75 Dodd, M. Abbott, Eleanor. Fairy Prince. \$1.50 Abbott, Jane. Red-Robin. il. 12° \$1.75 Lippincott Abbott, Rev. Lyman. Lenten meditations. Womans Press Abbott-Smith, Rev. G. A manual Greek lexicon of the New Testament. 8° \$6 Scribner Abdication: a story of India. Candler, E. Dutton Abdullah, Achmed. Alien souls. \$1.75 McCann About Annabel. McCann, R. \$2 John Martin's Above suspicion. Chipperfield, R. O. \$1.75 McBride Abraham, J. Johnston. My Balkan log Dutton Abt, Isaac A., M.D., ed. A system of pediatrics; by 150 specialists. 5 v. (?) Saunders According to her light. Dana, M. C. \$1.75 Longmans Accountants dictionary. Pixley, F. W. Pitman Accounting, Managerial. McKinsey, J. O. Univ. of Chic. \$3 (?) Accounting, The new. Borsodi, R. \$5 Dodd, M. Accounts, Theory of. Paton, W. A. Ronald Ackermann, Phyllis. The wallpaper book. il. 8° \$3.50 Stokes Acosta, Mercedes de. Streets and shadows. Moffat, Y. \$1.25 (?) Across America by motor cycle. Shepherd, Longmans, G. Ed. by A. W. F. C. K. \$4 (?) Acts of the Apostles, The. Blunt. (The Oxford Bible.) Oxford Univ. Actuarial science, The elements of. Underwood, R. E. \$2 Adam Bede. Eliot, G. \$2.50 Pitman Crowell Adam Bede. Eliot, G. Macmillan Adams, Elizabeth Starbuck. Junior type-Gregg writing. \$1 \$1.50 Adams, Franklin P. Overset. Doubleday, P. Adams, Franklin P., and Parker, Dorothy. Women I'm not married to; Men I'm not Doubleday, P. married to. 75 c. Adams, Joseph Quincy. A life of William Shakespeare. il. 8° \$7.50 Houghton M.

Adams, Joseph Quincy. Pre-Shakespearean plays. 80 Houghton M. Adams, Katharine. Wisp. \$1.75 Macmillan Adams, St. Clair. See Morris, Joseph. Adams, Samuel Hopkins From a bench in our square. 12° \$2 Houghton M. Adams, Samuel Hopkins. Wanted: a husband. il. (Popular copyrights) 75 c. Grosset & D. Adams, Sherred W. Five little friends. 12° Macmillan Adams, W. G. S. The war government of Great Britain and Ireland. (Economic and social history of the world war) \$3 Oxford Univ. Adam's Peak to Elephanta, From. Carpenter, E. \$3.50 Dutton Addington, Sarah. The boy who lived in Pudding Lane. \$2.50 Atlantic Ade, George. Single blessedness and other Doubleday, P. observations. \$1.50 Adele Doring in camp. North, G. M. \$1.75 Lothrop, L. & S. Admirals of the Caribbean. Hart, F. R. \$3; \$12 Houghton M. Admire, Harry F. Progressive typewriting. Macmillan Adolescence, The psychology of early. Mudge, A. L. 60 c. Abingdon Adventure of living. Strachey, J. St. L. Putnam Adventure stories for girls. See Snell, Roy J. Adventures in Bolivia. Prodgers, C. H. \$3.50 Dodd, M: Adventures of a Brownie, The. Mulock, Miss. Lippincott Adventures of a Brownie. Craik, D. M. M. Rand McN. Adventures of a grain of dust, The. Hawks-Scribner worth, H. \$1.60 Adventures of Bunny Bobtail, The. Low, R. I. \$1.25 Small, M. Adventures of Diggledy Dan, The. Norwood, E. P. \$1.75 Little, B. Adventures of Doris, Bobbie and Joan in Washington Park, Chicago, The. See Sparks, George Robert. Adventures of Maya the bee, The. Bonsels, W. \$2.50 Adventurous school girl, An. Moore, D. \$1.50 Funk & W. Advertising, First principles of. Nesbit. W. D. \$1 Gregg Advertising, Scientific selling and. Dunn, A. Harper Aeneid, Stories from the. Havell, H. L. \$1.75 Crowell

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In the Chicago market, for example, publishers have learned that the most popular and effective avenue of distribution is through The Wednesday Book-Page of The Chicago Daily News.

With its yearly daily-average circulation of 401,698—1,200,000 readers daily—The Daily News "saturates" Chicago and its suburbs, journalistically, as does no other medium. And The Wednesday Book-Page of The Daily News is a Chicago institution. Wednesday in Chicago is "Book-Page Day."

The Daily News Book-Page commands that lively reader-interest, reader-confidence that impels buying decisions. The logic of this has been successfully demonstrated in practice. In the amount of book advertising carried by Chicago newspapers The Daily News leads the field continuously.

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		Comparison	
The Chicago Daily News	90,416 lines	90,416 lines	
The Post	52,057 lines	52,057 lines	
The Daily Tribune	15,363 lines		
The Daily Herald-Examiner	1,087 lines		
The Journal	641 lines		
The American	57 lines		

SUNDAY NEWSPAPERS

The	Sunday	Tribune	32,065	lines
The	Sunday	Herald-Examiner	13,013	lines

The Daily News	s' excess	over the	e next		
highest score, that o	of The Po	ost		 38,359	lines

Further emphasizing the established and increasing leadership of The Chicago Daily News in this field is the fact that for the months of May, June, July and August, 1922, The Daily News printed 6,359 more lines of book advertising than ALL other Chicago newspapers, daily and Sunday combined.

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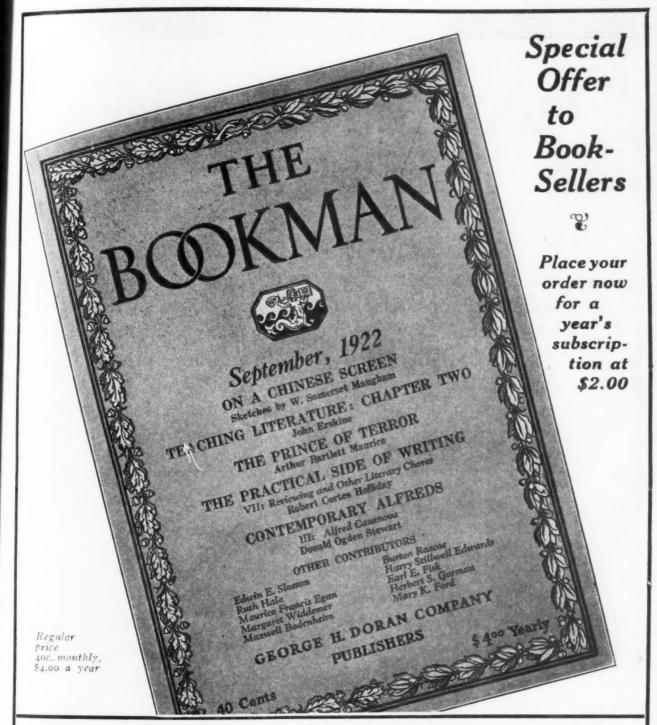
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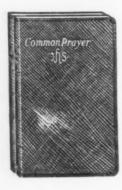
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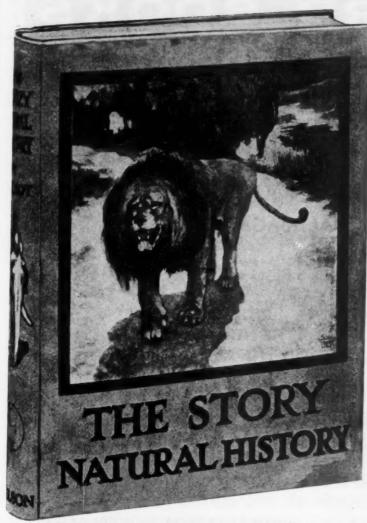
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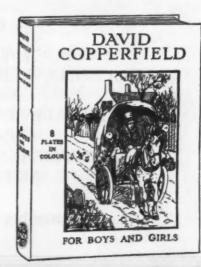
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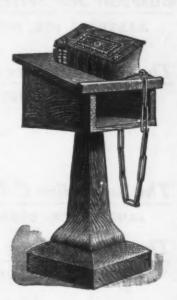
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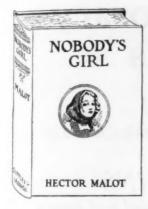
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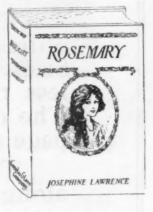
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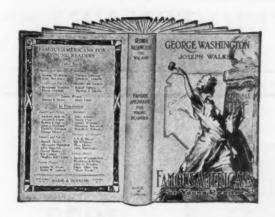
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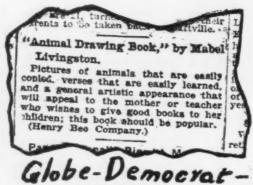
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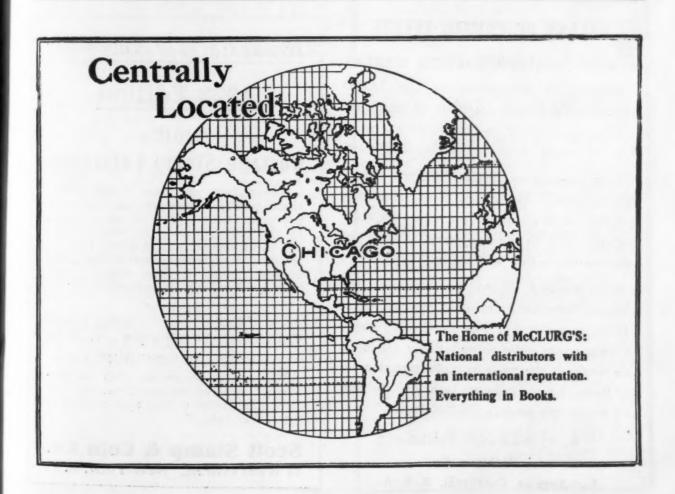
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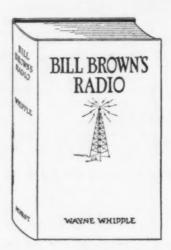
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